

JULY 21, 1958

PURCHASING

The Methods and News Magazine for Industrial Buyers

The Pulse of Business
page 7

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in Purchasing** page 57

A One-Man Department
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Legal Meaning of F.O.B.
page 54

A Conover-Mast Publication
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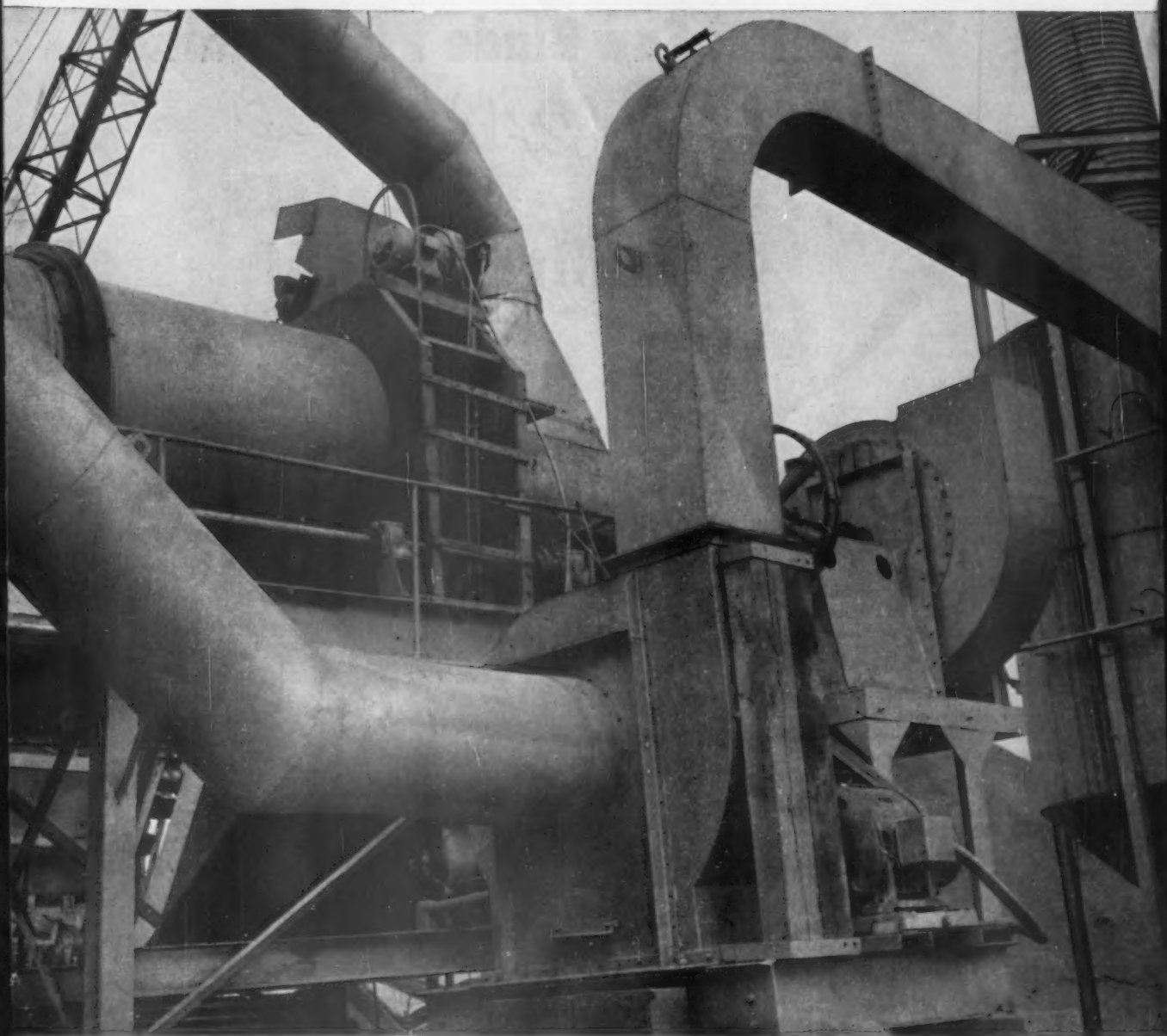
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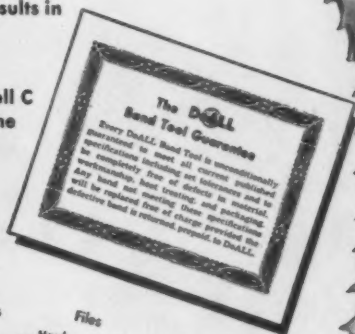
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No. SB-62

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ALLEGHENY LUDLUM STEEL CORP. Pittsburgh	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X

Of the 60 producers of stainless steel...

only **ALLEGHENY LUDLUM** makes all sizes, shapes, finishes and analyses

In its November 4, 1957 issue, STEEL magazine published a complete run-down on the stainless steel industry. This article reveals that *only Allegheny Ludlum*, of the 60 some companies making stainless, produces all sizes, shapes, finishes and analyses.

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PURCHASING

The Methods and News Magazine For Industrial Buyers

JULY 21, 1958
VOLUME 45, No. 2

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RAY RICHARDS
Publisher

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205 East 42nd Street, New York 17, New York
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the official organ of any association. Established
1915 as "The Purchasing Agent." Consolidated
with "The Executive Purchaser."
Contents are indexed monthly and annually by
the Engineering Index Service and Business
Periodicals Index.

PURCHASING is published every other Monday
by C-M Business Publications, Inc., subsidiary
of Conover-Mast Publications, Inc., at Orange,
Conn. Editorial and executive offices, 205 East
42nd Street, New York 17, New York. Volume
45, No. 2. Subscription rates: United States,
U. S. Possessions and Canada: \$4.00 per year;
single copies 75 cents; elsewhere, \$20.00 per
year; single copies, \$1.00. Second-Class mail
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For More Information Write No. 157
—on Inquiry Card—Page 32

JULY 21, 1958



BASIC MODELS

Model 640—Unit Bench

One bench top (steel, Presdwood-covered steel, laminated wood or ShopTop). One 4-drawer pedestal unit. One cabinet unit with adjustable shelf. Two bases.



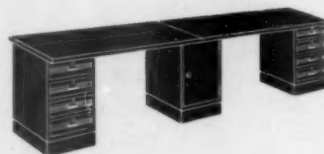
Model 643—Unit Bench

One bench top (steel, Presdwood-covered steel, laminated wood or ShopTop). Two 4-drawer pedestal units. Each drawer glides on roller bearings, has individual cylinder lock and flush pull. Two bases.



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to meet changing requirements**

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Pulse of Business

Second Half To Be Better

The first half is now over—and it looks like history will someday show that the first six months of 1958 were the worst of the current recession. Most economists are optimistic about business conditions in the second half and rightly so. For many signs have appeared and are continuing to appear that the bloom may soon be returning.

What are some of the plus factors that have already appeared on the economic horizon? Sales of automobiles in May and June were up about 10 percent over the rate in the first four months. Housing starts rose in both May and June. Many of the employment statistics for June showed an improvement over the previous month. In fact, even the unemployment figure of 5.4 million was much less than had been anticipated by the experts earlier in the year.

In addition to this type of data, which is increasingly appearing in the daily newspapers, most of the important leading indicators are now marching upward. An analysis by the National Bureau of Economic Research of eight of these indicators—with a proven record of rising or falling well before the general economy—showed a sharp upturn in May.

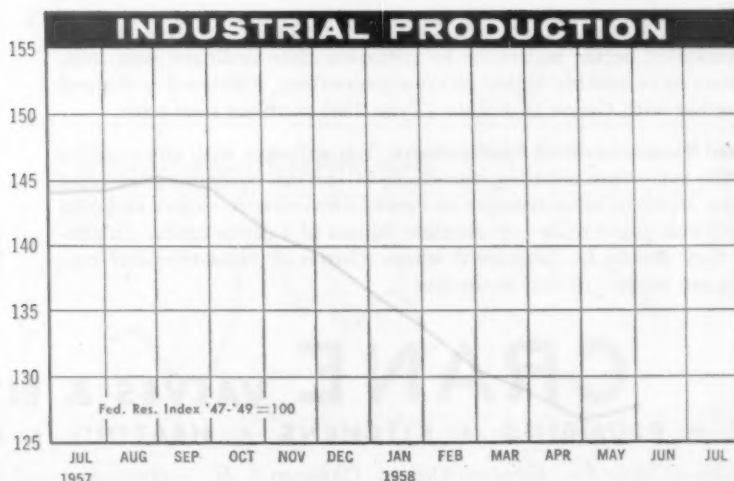
Point to remember: These same indicators fell just as sharply before the recession began.

Included in this list are industrial stock averages, certain sensitive commodity prices, new business incorporations, average manufacturing workweeks, some construction awards, and business failures. The action of these indices indicates a general and noticeable economic upturn before New Year's Day.

Indicators That Point The Way

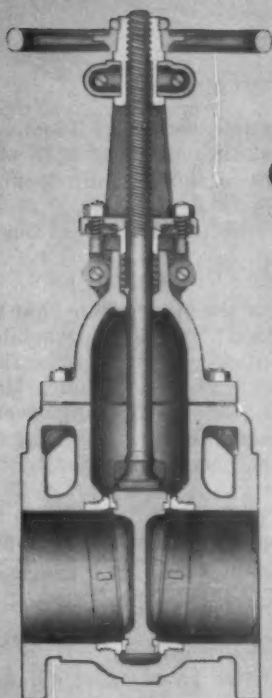
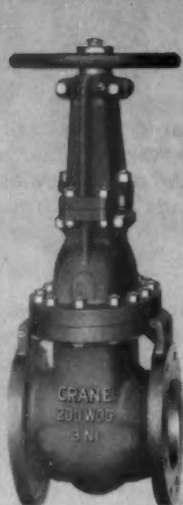
And, of course, P.A.'s themselves—whose combined opinions are certainly as good an advance indicator as any—are demonstrating increased confidence in a better second half. The sensitive Business Confidence Index rose to 69.7 this month (see page 11),

A one point rise—the first since last June—brought the Industrial Production Index up to 127. Durable goods increased slightly, while non-durables remained steady.



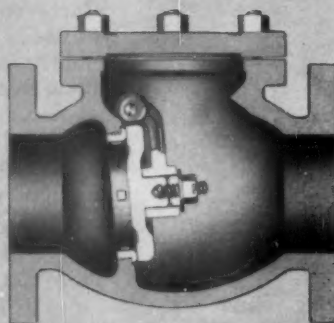
NEW CRANE VALVES FOR PROCESS INDUSTRIES

3% NICKEL ALLOY CAST IRON



Gates and Swing Checks

18-8 SMO (Type 316) Alloy Trimmed



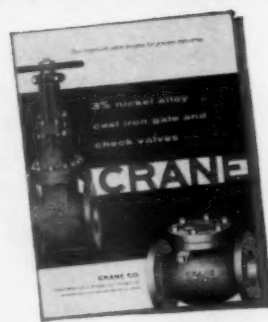
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At but slightly higher cost, Crane 3% nickel iron valves provide substantially better resistance to corrosion than ordinary cast iron, and they have notably higher physical properties. Efficiency is stepped up further with Crane 18-8 SMO (Type 316) stainless steel trim.

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ASK FOR THIS CIRCULAR

Complete technical and specification data on these valves are given in Circular AD-2313. Ask your Crane Representative for a copy, or write to address below.

CRANE VALVES & FITTINGS

PIPE • PLUMBING • KITCHENS • HEATING • AIR CONDITIONING

Since 1855—Crane Co., General Offices: Chicago 5, Ill.—Branches and Wholesalers Serving All Areas

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Pulse of Business

Equipment Outlays Will Drop

showing that a great percentage of P.A.'s believe conditions in their own industries will improve by the fall.

Mustered against this impressive collection is one major deterrent to any sudden, rapid upturn: projected plant and equipment outlays by business for the rest of the year. Current plans call for a decline of around \$2.5 billion in expenditures on an annual basis between the second and fourth quarters of 1958.

However, this slack in spending may be taken up by Uncle Sam. There's a good chance that federal purchases of goods and services will increase at an annual rate of \$3.5 billion between these same two periods. While this alone is not enough to start a recovery, it could be a big help when combined with other plus items in the economy.

Some other federal boosters will also have an effect in the coming months. The recent pay raise to civil service and post office workers will throw quite a large chunk of money into circulation. The record harvest projected for farmers this fall means heavier government acquisition of crops under the farm support program. And the big anti-recession measures—highway, housing and unemployment compensation programs—are certain to show up in many ways to many people.

Temporary Slackening In Summer Months

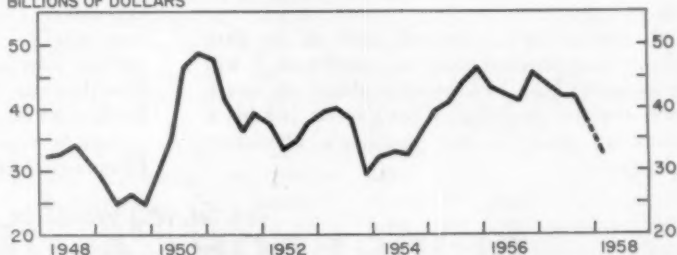
Don't be misled by a temporary business slackening this month and next. Vacations and changeovers will play a big role in halting some of the upward movements now just getting off the ground. It won't be until September at the earliest that we'll know if the recession is really on the way out.

But that may be too late for purchasing agents. They've got to decide during the summer what their buying plans will be for the fall. Although lead times on most commodities are short now, the situation can change overnight if a run develops on a particular product. And prices can zoom just as fast if the pent-up demand of recent months finally breaks loose.

P.A.'s can play the same game as the National Bureau of Economic Research by closely watching the same leading indicators each month from here on in. It's a good way to keep ahead of the economic news developments, as well as a pretty accurate guide to price movements in the coming months.

Corporate profits in the first quarter fell sharply from the last quarter of 1957. Pressures on P.A.'s are mounting to stop the decline with scientific purchasing.

CORPORATE PROFITS BEFORE TAXES
BILLIONS OF DOLLARS



Prime Windows Make News



Architectural Metal Fabricator: Trio Industries, Bridgeport, Conn. •
Project Architects and Engineers: Uhl, Hall and Rich, Boston,
Mass., and Massena, N. Y. •
General Contractor: The Perini Corp., Inc., Boston.



Checking last details of a typical window section prior to shipment.

Giant 8' x 20' Windows in St. Lawrence Power Project Use Bridgeport Aluminum

One of the unique features of the new Barnhart Island Power Plant being constructed by the Power Authority of the State of New York on the St. Lawrence is a series of 8' x 20' aluminum prime windows which form the upper perimeter of the structure. Manufactured and installed by Trio Industries, Bridgeport, Conn., the windows are fabricated from Bridgeport Aluminum extrusions.

Although the building is erected right on the dam and is subjected to unusual moisture conditions, it will maintain its newly built look because aluminum never rusts, never requires painting. What's more, it adds a clean, gleaming note to the building's attractive modern design.

The large dimensions of these windows require heavy, long length extrusions that are straight and true. Close, reliable tolerances are a must—to assure perfect fit, and to keep assembly and machining costs down.

Bridgeport Aluminum Extrusions are widely known for the finish and dimensional accuracy that makes fabrication of difficult assemblies easier, faster, and less expensive. That's why you'll find these economical, extra-quality extrusions at work doing so many important jobs in so many important places. To find out how they can serve you in your jobs, call your nearest Bridgeport Sales Office.

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The P.A.'s Outlook

- Business Confidence Index at New Peak
- P.A.s Say Economic Conditions To Improve
- Business Surveys Show Commodities Stable

THE SHORT-TERM economic outlook is promising, say purchasing agents surveyed in PURCHASING Magazine's Business Confidence Poll.

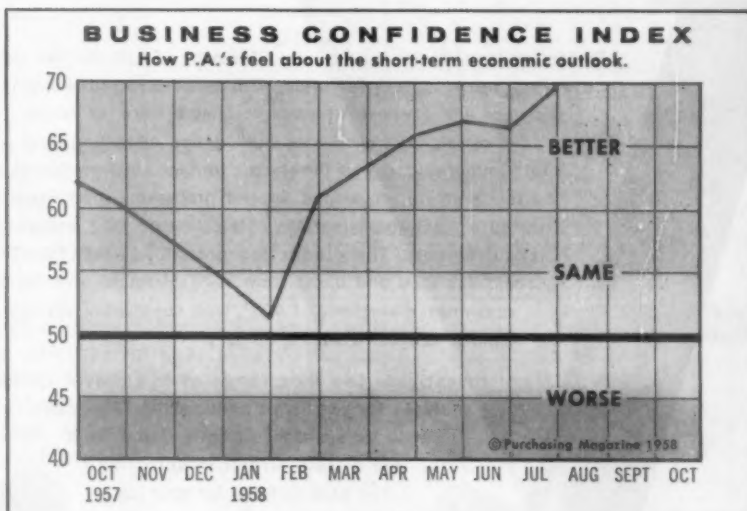
The optimism of the P.A.'s pushed the Business Confidence Index up over three points to 69.7. Most of those queried say they expect to see an upturn in their industries by September at the latest.

Many of the purchasing executives have already felt a groundswell of better business. For example, the P.A. of a medium-sized New England manufacturing company says "a substantial upturn has been noted in the past three weeks." And the general purchasing agent of an office equipment company asserts that he expects an upswing in the fall. The P.A. for a firm heavily engaged in missile work anticipates that greater defense spending in the next few months will prove to be a boon to his company.

No Shortages

Prices are remaining relatively stable, say the business survey committees of the National Association of Purchasing Agents and the Cleveland and Georgia local associations. In addition, their surveys indicate that virtually no commodities are in short supply.

The N.A.P.A. notes "there is



This month's Business Confidence Index rose to a new high of 69.7, 3.6 points higher than the June figure. The index, based on the combined opinion of a wide cross section of purchasing agents, indicates that P.A.'s look forward to better business conditions in their own industries by September.

not much price activity of any kind." The only item it reports in short supply is helium.

The N.A.P.A. survey notes that steel scrap, raw sugar, and electrical equipment prices have gone up. Moving down are prices of lead, kraft paper, fuel oil, methanol, and formaldehyde.

Hard Selling

N.A.P.A. points out that "despite certain published price advances, the committee believes the soft trend is not being reversed and that, in general, hard selling is the order of the day."

Of those purchasing agents reporting, 82 percent say prices are unchanged. Five percent list prices as up, while 13 percent report prices lower. Prices of commodities are "in a rather fluid state," the report notes.

Prices Holding

The Cleveland association reports no items in short supply. It notes that "commodity prices are holding, with 84 percent of the members reporting 'the same' as a month ago."

The leading price increase reported by the association is on copper. Cutting tools, on the other hand, are among the items for which reductions have been noted.

According to the Georgia association, "competition is keener and suppliers are willing to take less profit." It says also that "nothing of any consequence" is in short supply.

On prices among the items it lists on the up side are some types of electrical equipment, lard, and some cast and malleable iron manufactured items. On the down side, it includes aluminum and gummed tape.

Cold Extrusion from ARISTOLOY 5120

Cut Machining and Material Cost

To Molloy Manufacturing Co., cold forming of automotive parts like this steering worm called for steel with unusual cold working qualities. Uniformity and absence of surface defects were, of course, necessary . . . but closely controlled conditioning and annealing were absolutely vital. Copperweld, one of the electric furnace steel producers working on this problem, developed special processing methods that produced a steel which met Molloy's cold extruding and upsetting requirements. The production proof . . . parts like these, cold extruded and upset from a $29/32$ " round to a finished maximum diameter of 1.440", with substantial savings in material and machining time.

Investigate the wide range of Aristoloy A.I.S.I. analyses for extrusion application. Then call or write for assistance from a Copperweld Field Metallurgist in selecting the best material for your job.



COPPERWELD STEEL COMPANY • Aristoloy Steel Division
4029 Mahoning Avenue, Warren, Ohio • EXPORT: Copperweld Steel International Co., 225 Broadway, New York 7, N. Y.
For More Information Write No. 161 on Inquiry Card—Page 32

Business Trends

- **Manufacturing Profit Margins At Lowest Ebb**
- **Stocks, Carloadings Showing Strength**

WHILE SOME OF the indicators have started to point upward, quarterly reports of many companies are still reflecting the depressed conditions of the past eight months. And the usual summer lull will probably delay any rise that may be forming at this time.

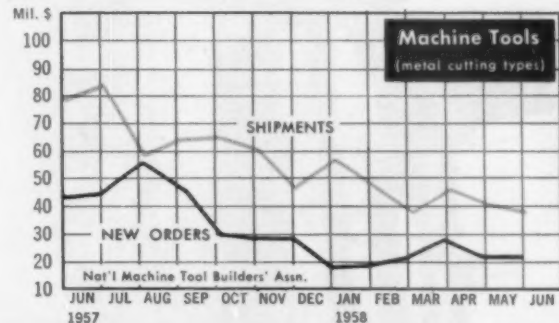
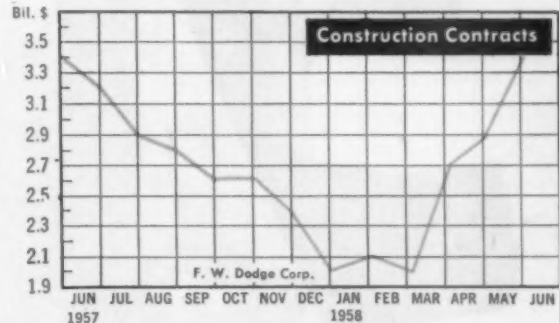
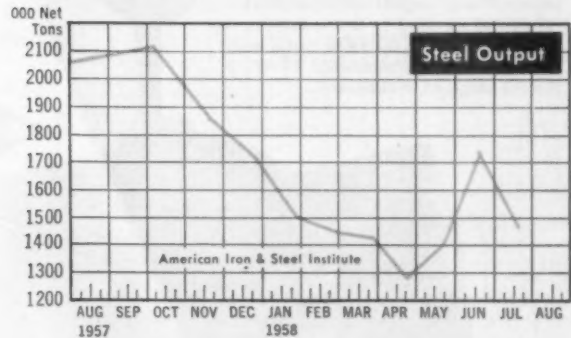
Manufacturing Profits: Profits of manufacturing companies in the first quarter of the year were the lowest (in relation to sales) of any quarter since the reports began in 1947. Profits were 3.4 percent of sales, according to the SEC and FTC, compared to 5.1 percent in the first quarter of 1957.

Stock Market: But in spite of declining profit margins, the stock market continues to rise. The Dow Jones industrial average has been acting quite strongly throughout the spring and summer—and may very well top 500 again before Labor Day.

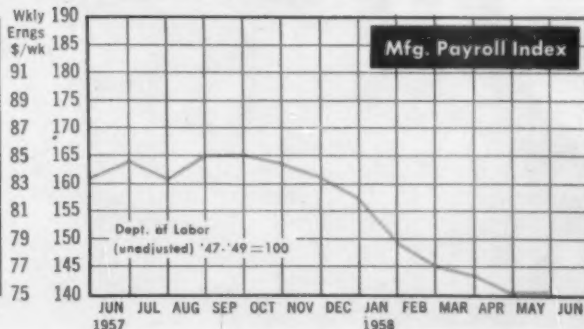
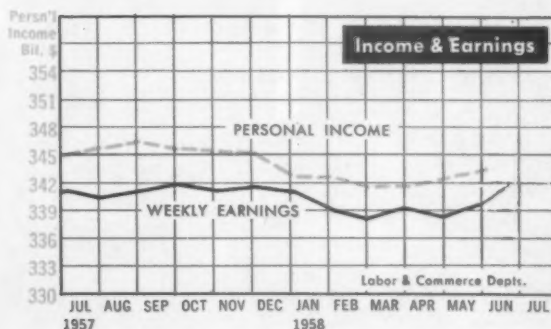
Carloadings: Revenue freight carloadings last month were the highest for any four-week month in 1958. The Association of American Railroads reports 2,489,186 cars loaded in June—bringing the total for the year up to 14,298,455. However, this is still considerably below the 17,840,396 cars loaded by railroads in the first six months of 1957.

(Please Turn Page)

PRODUCTION



LABOR



PROGRESS REPORT ON INLAND EXPANSION

By December, 1958—500,000 additional tons of cold rolled sheets and enameling iron.

Shown here being lowered into place are the giant housings for a new 4-stand tandem mill, the heart of Inland's new Cold Rolled Sheet production plant. When the mill begins to roll it will be capable of producing in excess of 40,000 tons of cold-rolled steel a month. The strongest and most powerful mill of its size in the industry, it also will be the first in the world with fully automatic gage control covering the full range of thicknesses.

This project, part of Inland's current 3-year expansion program which will bring its annual steelmaking capacity to 6,300,000 ingot tons by next year, consists of a completely new and integrated cold rolled sheet department, together with a continuous normalizing line for the production of high quality enameling iron in coils.

Constant expansion, since 1893, demonstrates Inland Steel's continuing policy of anticipating steel users' future needs in the Midwest... the fastest growing steel consuming area in the country.

Open July 1—New Inland District Sales Office in Houston, Texas



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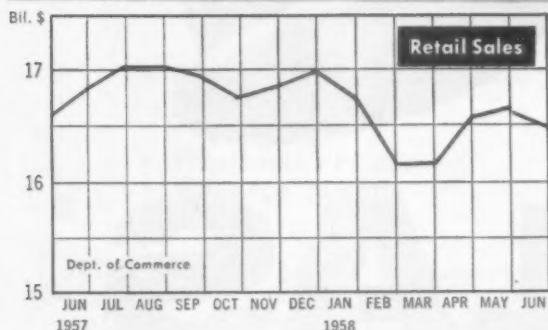
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Business Trends

TRADE



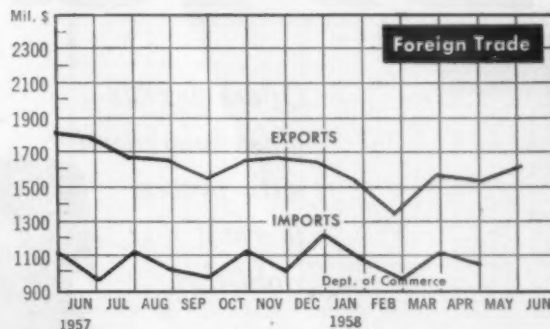
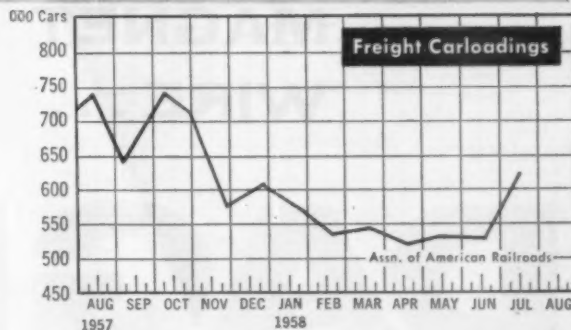
Construction Contracts: At \$3.4 billion, set a new record in May. Residential building was up four percent over the same month last year, with non-residential building a fraction of a percent higher. Public utility contracts were down 33 percent, though, says F. W. Dodge.

Consumer Credit: Although installment credit fell \$100 million during May, the decline was somewhat less than the previous three months. The drop-off was accounted for by a \$183 million decline in automobile paper. Non-installment credit was up \$150 million, despite an \$8 million decrease in single-payment loans.

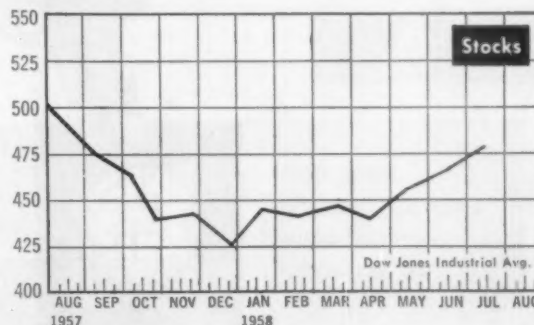
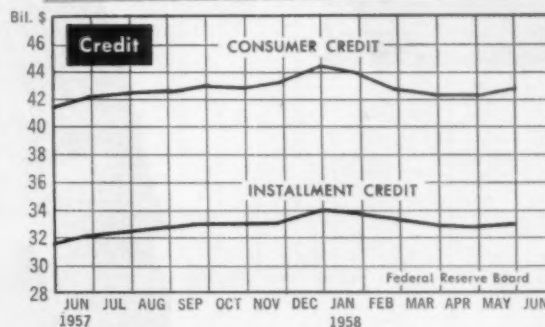
Machine Tools: New orders fell four percent to \$22 million, marking the second straight drop in this key barometer. Shipments also dropped slightly to \$37.9 million. The May backlog was at 2.7 months, the same as the previous month.

Imports: Were virtually unchanged in the latest Commerce Dept. report. While imports have been affected by the recession, they have not been reduced drastically. But exports have been going down much faster—enabling foreign countries to make substantial dollar or gold earnings in their transactions with the United States thus far in 1958.

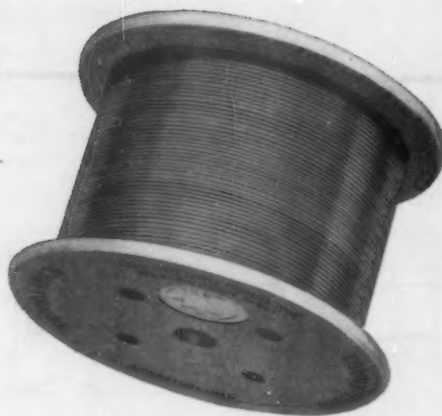
Payroll Index: The Labor Dept.'s manufacturing production-worker payroll index was unchanged in May at 140. This may be an indicator of higher manufacturing payrolls soon. The index had declined previously for seven consecutive months.



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Price Trends

- **Copper Tariffs Add To Price Confusion**
- **Wholesale Prices Advance Slightly**

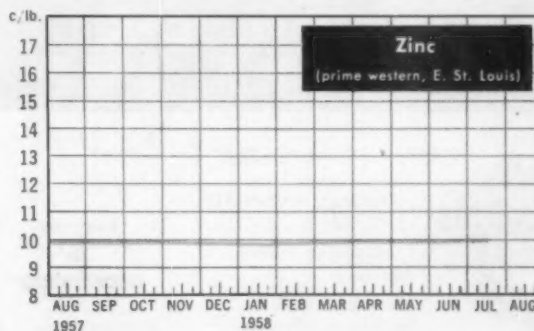
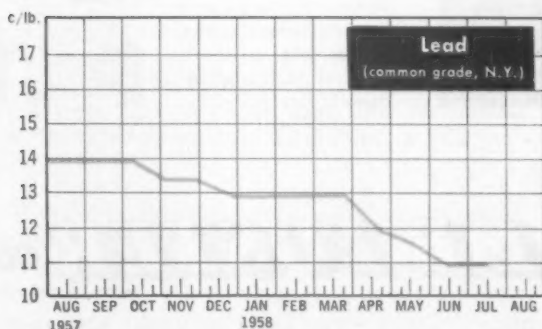
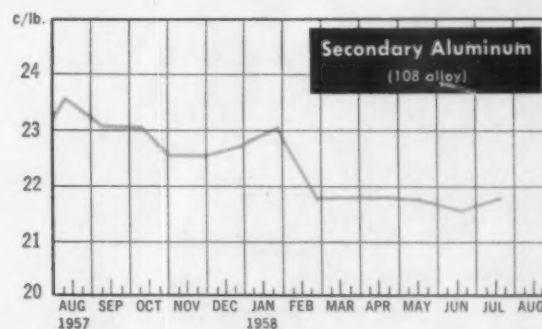
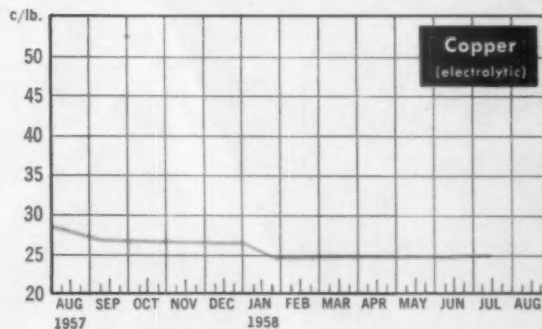
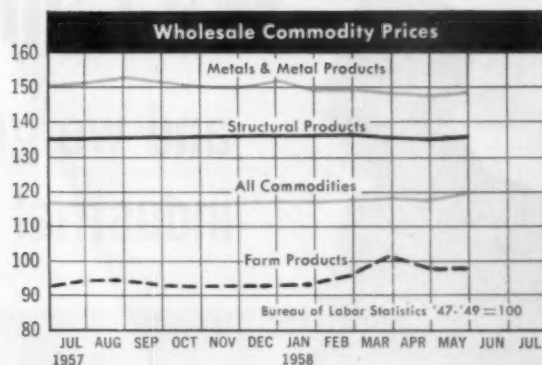
THERE'S NO MISTAKING: the metals business is in the doldrums. And with little hope of Congress passing any stockpiling plan this session, there doesn't seem to be much hope for a change in the market outlook.

Wholesale Prices: The May index of wholesale commodity prices advanced 0.2 percent to 119.5, with higher prices for farm products and processed foods almost entirely responsible. Prices of all other commodities showed a 0.2 percent drop.

Metal and metal products price movements varied. Prices were higher for tin, babbitt, and solder and lower for platinum, mercury, and brass rod.

Copper. The price confusion confronting purchasing agents buying the red metal was increased even further early this month. The latest factor to enter the price picture was the reimposition of a 1.7 cents a pound tariff on imports, after a seven-year suspension. The duty will remain at that level unless copper falls below 24 cents a pound—when it would rise to 2 cents a pound.

Adding to the general unsteadiness are the wide variety of list prices and scattered vaca-



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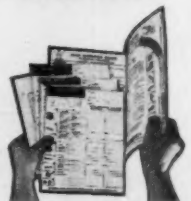


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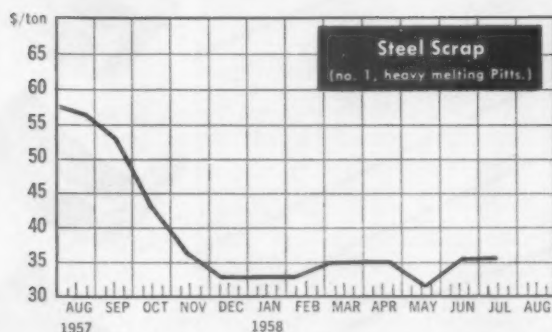


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Price Trends



tion shutdowns. A really firm tone to the shaky market isn't expected until fall.

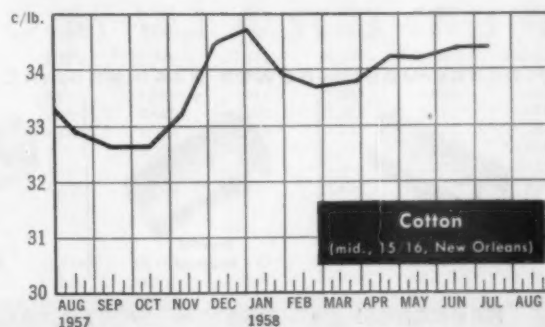
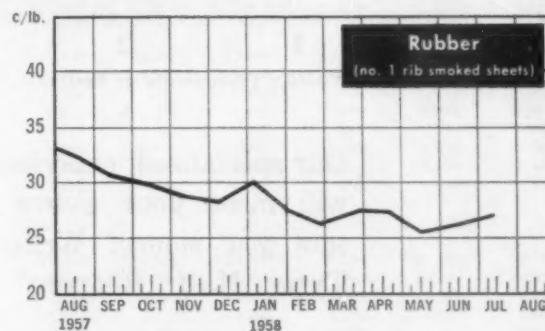
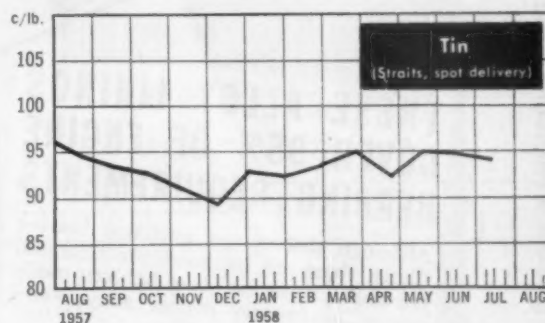
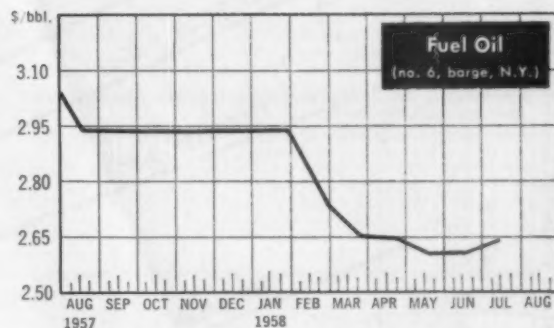
Zinc: Signs of greater demand for special high grade zinc—the base material for automobile die castings—have still not appeared. But there are some indications that an increase in consumption of zinc for galvanizing is on the way. Shipments of galvanized sheets in May were 231,318 tons, 25,000 tons more than the previous month and the highest monthly total since June 1957.

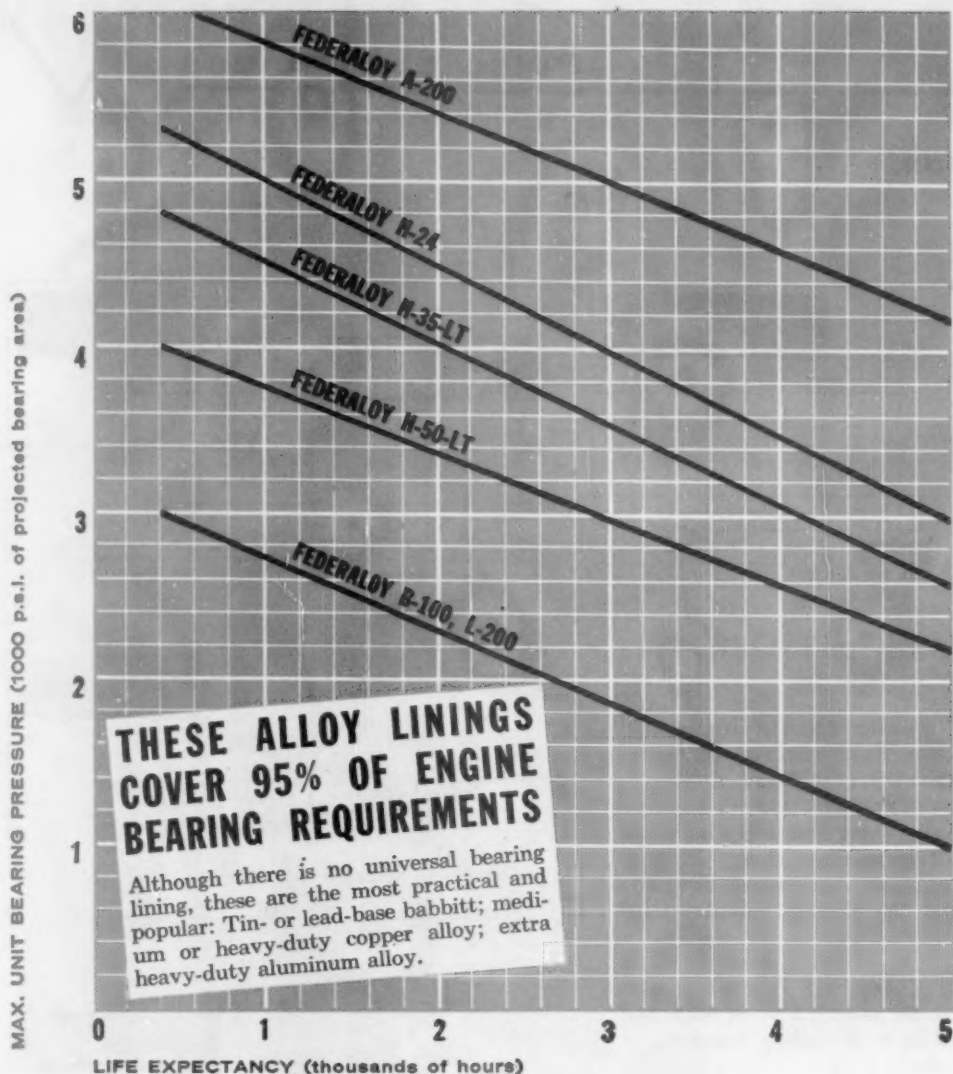
Lead: Purchases of lead by P.A.'s this month are not expected to be as great as in May and June. On a daily basis, lead trading during July has not been active.

Aluminum: Don't rule out the possibility of higher prices come August 1. That's when wage rates go up in the industry—and the producers are playing the same mysterious maybe-yes-maybe-no game that the steel companies did last month. But the producers can't rule out one factor that weighs heavily on the P.A.'s side: production of primary aluminum is running around five percent above current demand.

Tin: Sales of Russian tin on the London market are playing havoc with Western trading, despite the earnest exertions of the ITC. And from Malaya comes word that shipments last month totaled only 3,071 tons, a 24.7 percent drop from May.

Fuel Oil: Domestic refinery runs are being reduced continually, thereby cutting into fuel inventories and firming demand. Sales of residual oils below price postings, however, have been reported in some Eastern ports.

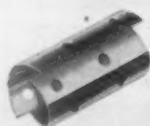




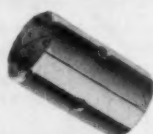
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Pulse of Business

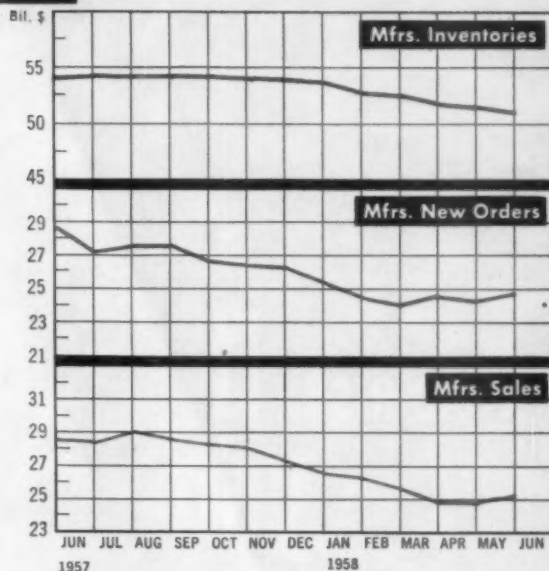
Sales, Inventories, Orders

• Manufacturers' Sales Rise Is First Since August

May sales of manufacturers rose slightly for the first time since the decline began last August. New orders showed a small increase, but inventory liquidation was heavy, continuing the pace of recent months.

Durable goods' sales rose \$200 million to \$11.7 billion, while nondurables were unchanged at \$13.4 billion. New business was up a little, with a four percent durables increase partially offset by a decline for nondurables. The advance in new orders of heavy goods was led by primary metals and electrical machinery.

Manufacturers' inventories fell a half billion dollars. Around 80 percent of the decline was in the durable goods sector.



Dept. of Commerce—Seasonally adjusted

Manufacturers' Sales Seasonally Adjusted (Millions of Dollars)

	1957		1958			
	Apr.	May	Feb.	Mar.	Apr.(r)	May(p)
All Manufacturing Industries.....	28,679	28,617	25,542	24,931	24,945	25,116
Durable-goods industries.....	14,254	14,296	12,038	11,670	11,532	11,668
Primary metal.....	2,357	2,263	1,733	1,635	1,657	1,660
Fabricated metal.....	1,625	1,562	1,354	1,332	1,302	1,302
Machinery.....	4,242	4,354	3,726	3,685	3,748	3,714
Transportation equipment.....	3,240	3,276	2,876	2,708	2,466	2,598
Lumber and furniture.....	989	978	799	759	791	811
Stone, clay, and glass.....	707	747	583	586	605	617
Nondurable-goods industries.....	14,425	14,321	13,504	13,261	13,413	13,448
Food and beverage.....	4,322	4,340	4,363	4,333	4,348	4,371
Tobacco.....	358	352	361	387	373	367
Textile.....	1,073	1,079	1,001	999	1,016	1,017
Paper.....	919	907	877	885	874	887
Chemical.....	1,894	1,996	1,783	1,745	1,832	1,865
Petroleum and coal.....	3,028	2,959	2,759	2,597	2,594	2,645
Rubber.....	490	481	413	396	439	n.a.

Manufacturers' Inventories Seasonally Adjusted (Millions of Dollars)

	1957	1958	1958	1958	1958	1958
	Apr.	May	Feb.	Mar.	Apr.(r)	May(p)
All manufacturing industries.....	53,663	53,909	52,445	52,009	51,486	50,955
Durable-goods industries.....	31,462	31,566	30,266	29,864	29,424	28,999
Primary metal.....	4,114	4,192	4,297	4,342	4,362	4,273
Fabricated metal.....	3,222	3,146	3,041	2,918	2,925	2,865
Machinery.....	10,509	10,624	10,101	9,920	9,744	9,618
Transportation equipment.....	8,016	7,975	7,285	7,113	6,863	6,742
Lumber and furniture.....	1,890	1,865	1,803	1,794	1,783	1,772
Stone, clay, and glass.....	1,209	1,240	1,249	1,233	1,233	1,232
Nondurable-goods industries.....	22,201	22,343	22,179	22,145	22,062	21,956
Food and beverage.....	4,876	4,869	4,660	4,685	4,765	4,748
Tobacco.....	2,054	2,047	1,911	1,885	1,896	1,887
Textile.....	2,628	2,625	2,638	2,627	2,606	2,586
Paper.....	1,439	1,453	1,453	1,454	1,468	1,462
Chemical.....	3,730	3,729	3,848	3,877	3,839	3,814
Petroleum and coal.....	3,267	3,380	3,542	3,510	3,441	3,373
Rubber.....	1,031	1,024	1,087	1,069	1,047	n.a.

Manufacturers' New Orders Seasonally Adjusted (Millions of Dollars)

	1957	1958	1958	1958	1958	1958
	Apr.	May	Feb.	Mar.	Apr.(r)	May(p)
All manufacturing industries.....	27,940	28,433	24,110	24,758	24,498	24,694
Durable-goods industries.....	13,234	14,115	10,688	11,488	10,833	11,292
Nondurable-goods industries.....	14,706	14,318	13,422	13,270	13,665	13,404

(r) Revised.

(p) Preliminary.

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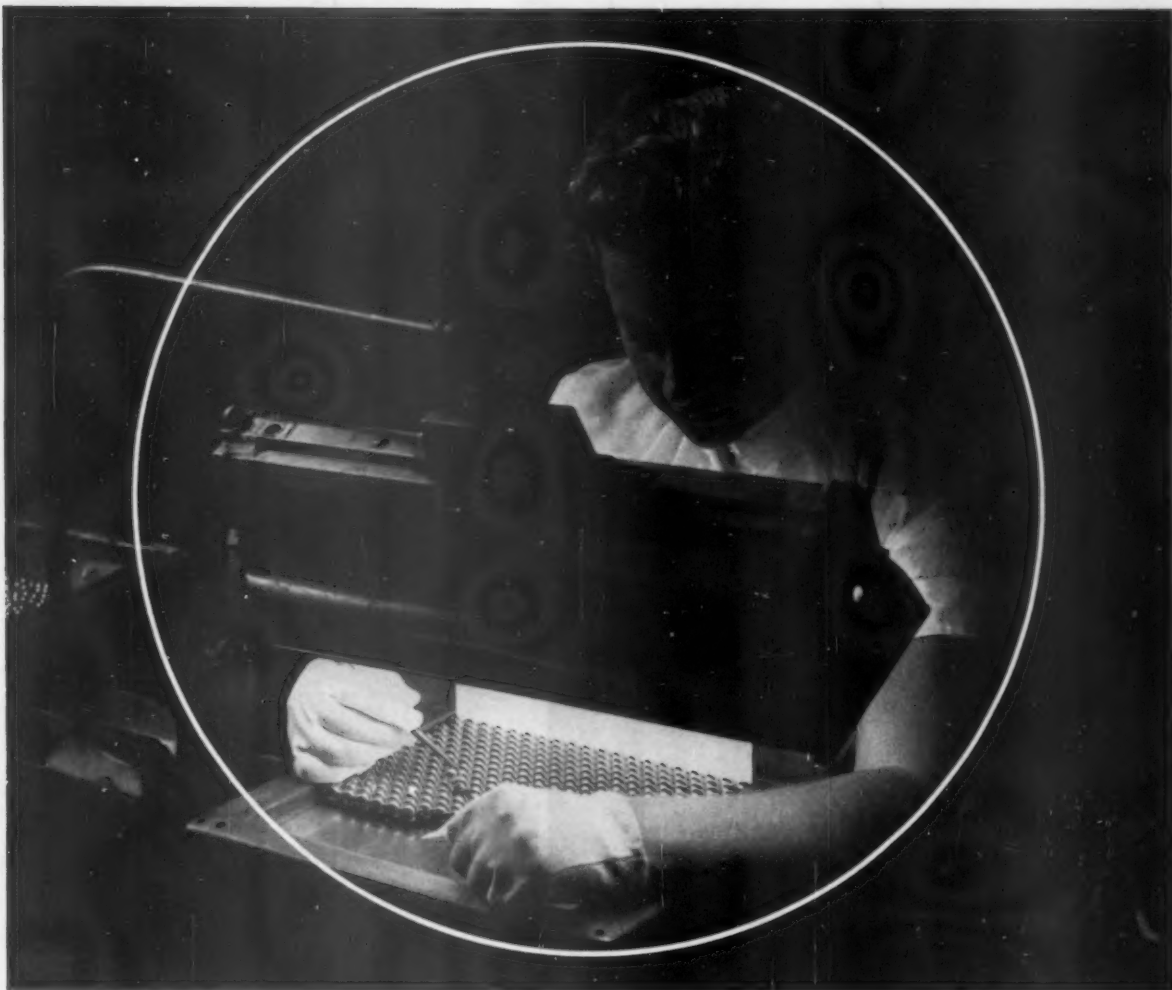
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COST OF POSSESSION FOR STEEL IN YOUR INVENTORY

Per ton delivered	_____
Cost of capital:	
Inventory	_____
Space	_____
Equipment	_____
Cost of operation:	
Space	_____
Materials handling	_____
Cutting & burning	_____
Scrap & wastage	_____
Obsolescence	_____
Insurance	_____
Taxes	_____
TOTAL	_____

COST OF FREEDOM-FROM-RISK STEEL FROM YOUR STEEL SERVICE CENTER

Per ton, cut-to-size, and delivered	_____
TOTAL	_____



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P-7

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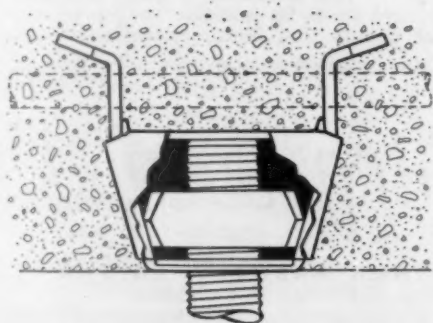


Fig. 281

NEW design features give Grinnell's Wedge Type Concrete Insert (Fig. 281) greater load carrying capacity . . . 1200 lbs. for $\frac{5}{8}$ " and $\frac{3}{4}$ " sizes, with a safety factor of at least 5 to 1.

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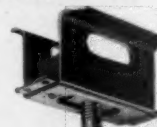
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CB-Universal Malleable Iron Concrete Insert (Fig. 282)



CB-Junior Malleable Iron Concrete Insert (Fig. 279)



Wrought Steel Concrete Insert (Fig. 280)

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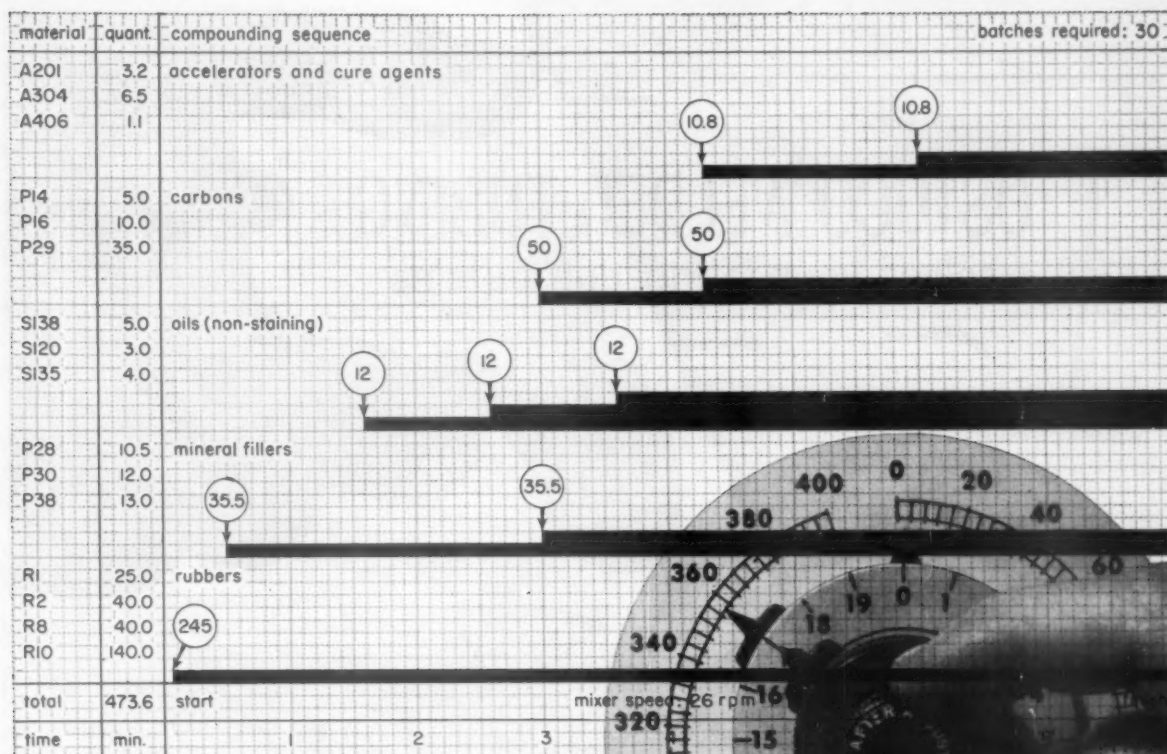


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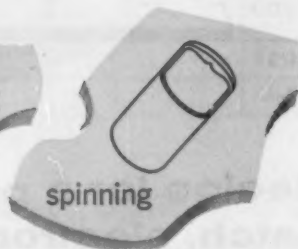
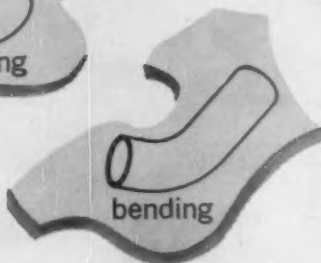
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Report From Europe

Ed. Note: This is the final special report on the European economic scene by PURCHASING Magazine's Washington correspondent, A. N. Weckler. Mr. Weckler returned recently from a four-week trip to the major capitals in Europe.

PARIS, FRANCE—The East-West split has begun to take on a look of permanency. Sources of raw materials and markets for finished goods have been divided between the Soviet and its satellites and the Free World.

Western Europe has changed its buying pattern. Prior to World War II, the countries of Western Europe bought much of the oil, coal, and grain output of the Eastern countries. Now, in the case of oil, it's the Near East. Coal comes from the U.S. and grains from the U.S., Canada, and, to some extent, Argentina.

This is not likely to change. When channels of trade are set up, the whole machinery of buying, handling, and distribution is established. Over the years these channels become firm and it takes something as big as a world war to change them.

What this means is that the two-world concept, forced by the Soviets, has in fact become the pattern for trade. And more important, there appears to be little chance that trade will revert to the pre-war pattern, due to the sharp differences in the method of trade between the West and the East.

There are exchanges of products between the two blocs, but there is no way of measuring demand, gaging the markets, or establishing channels of exchange. So far, the free markets of the world have found no way to accommodate their methods to those of the highly controlled and directed Soviet system.

Barter System

Within the Soviet bloc, there is a system of trade and clearing of

balances based on barter. Soviet Russia serves as a clearing house for trade between satellite countries, as well as trade between the satellites and Russia.

The basis for trade in each case is a barter system. All the countries in the Eastern bloc have centrally controlled and directed economies. Trade between countries is usually on a bilateral basis—although occasionally there are three-way or even four-way trade schemes.

Trade Arrangement

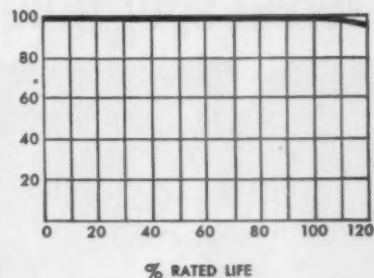
Example of the latter was a recent trade arrangement between Russia, Poland, Finland, and Czechoslovakia. Russia set up a credit of 100 million gold rubles. Poland shipped 80 million rubles' worth of coal to Finland. Czechoslovakia shipped 20 million rubles' worth of agricultural and industrial equipment to Finland. In turn, Finland shipped 100 million rubles worth of prefabricated housing and lumber to the USSR.

When the balances do not clear in the barter trade, settlements are made on the basis of gold rubles. Obviously, this system does not mesh quickly or easily with a free market economy—and when such trade can be worked out, the amounts involved are small.

The result of this barter system practiced in the Iron Curtain bloc is to force closer integration in the trade and economies of the Western bloc.

This has been going on during the last 10 years—and at an increasing pace. Instead of the Soviet gold ruble, the U.S. dollar is the basic currency. But along with the dollar, there are several European currencies of strength equal to the dollar. The Soviet system takes what it needs from its satellites and returns only what it has to. In the Western bloc, exchange of goods is based on open market considerations, with no country forced or pledged to yield its output except as market conditions warrant.

% STILL
OPERATING



**If you want
reliable transformers**

...don't overlook this old solution

Right now, you demand more from transformers than ever before. You must have high reliability, even at extreme altitudes, and you need smaller lighter units.

Used, and proved, for decades, oil-encased transformers should not be forgotten in a search for new methods.

Everyone knows the advantages: effective convection of heat, excellent insulating properties, complete insurance against hidden leaks. Oil-sealed types (with a nitrogen bubble) are good, light, high-altitude transformers. Gas-free oil-filled types (with a bellows to allow for heat expansion) withstand very high voltage stresses. Except in the smallest sizes, they save space, too.

You can place several high voltage units close together in a single oil-filled case, and save case weight. Those connections moved inside the case no longer need large insulators. Even the units themselves can be smaller. This all adds up—particularly in high altitude service—to interesting savings in space and weight.

We make all sorts of transformers and special assemblies for the communication industry: encapsulated, cast in epoxy or foam, and just potted in pitch. But oil transformers still have an important place.

Whatever type you need, we'll be glad to hear from you. Our facilities in design, production, and quality control are at your service. Our experience, too.

CALEDONIA

ELECTRONICS AND TRANSFORMER CORPORATION

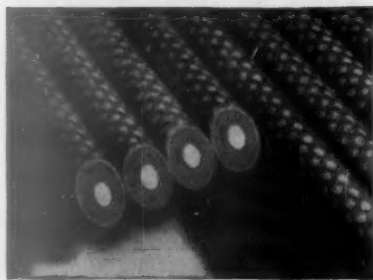
Dept. P-7, Caledonia, N. Y.

In Canada: Hackbusch Electronics, Ltd.
23 Primrose Ave., Toronto 4, Ontario

For More Information Write No. 170
on Inquiry Card—Page 32



Trucks with New, More Powerful Battery Do More Work



Here's the secret. Unique advanced tubular construction. Every positive plate packs more power. So you get greater battery efficiency—more power in the same size to fit your present trucks.

New Exide-Ironclad boosts work capacity...cuts cost

It packs up to 44% more power than other batteries you might buy. But costs less per work unit and has longer life potential. So you can step up the work output of your present trucks, get more done during every day, and without increasing your truck investment. Result: every power dollar buys you more in actual work done. Only Exide offers such

a big power bargain today. If you want to make your dollars go farthest... right now and for years ahead... don't take less than the new Exide-Ironclad. For detailed bulletin, write Exide Industrial Division, The Electric Storage Battery Co., Philadelphia 2, Pa.

Exide®

For More Information Write No. 171 on Inquiry Card—Page 32

Report From Europe

Rebuilding European Industry

The U.S. policy in the West European area has helped the industrial countries there rebuild their capacity.

Primary purpose in this rebuilding was to develop a strong array of nations to halt Soviet expansion. Both military and economic aid has been given, at times at the expense of markets that might otherwise have gone to U.S. industry.

Advocates of this policy point out that arming the free world has been expensive, but not as costly as it would have been if we tried to go it alone.

From 1950 through 1957, we gave other countries close to \$20 billion in military aid, but the countries receiving this aid spent about \$122 billion. Also, the cost of maintaining allied military personnel is much less than it is for U.S. military personnel stationed abroad. Therefore it is claimed that aside from achieving a degree of peace, our spending in the Western bloc has paid off dollar-wise.

• U.S. Buying Brains In Europe

U.S. purchases in Europe are not confined to products and materials. European brainpower is contracted for too. The buyer is the U.S. military—Army, Air Force, and, to some degree, Navy.

The military services are letting contracts for basic research to European universities in a wide range of research fields. These range from bio-sciences to solid state physics.

Work is done on an unclassified basis and the results are published. Research contracts have been placed in West European countries, Turkey, and Israel.

The Air Research and Development Command—European Office—reports that there has already been a very significant yield from some of the research projects. Volume of these contracts was stepped up sharply after Sputnik I.—A. N. Weckler

Now you can do pipe jobs faster

with the NEW

RIGID

No. 200 Portable
Power Drive



... turns pipe for hand tools

... saves you time and effort

Capacity: 1/4" to 2" Pipe, 1/4" to 2" Rod, up to 12" Pipe With Geared Tools.

That's why this extra handy RIGID 200 pays for itself fast . . . lets you do more work in less time. Handy integral folding legs and tray mean easy carrying, faster set-up, extra rigidity.

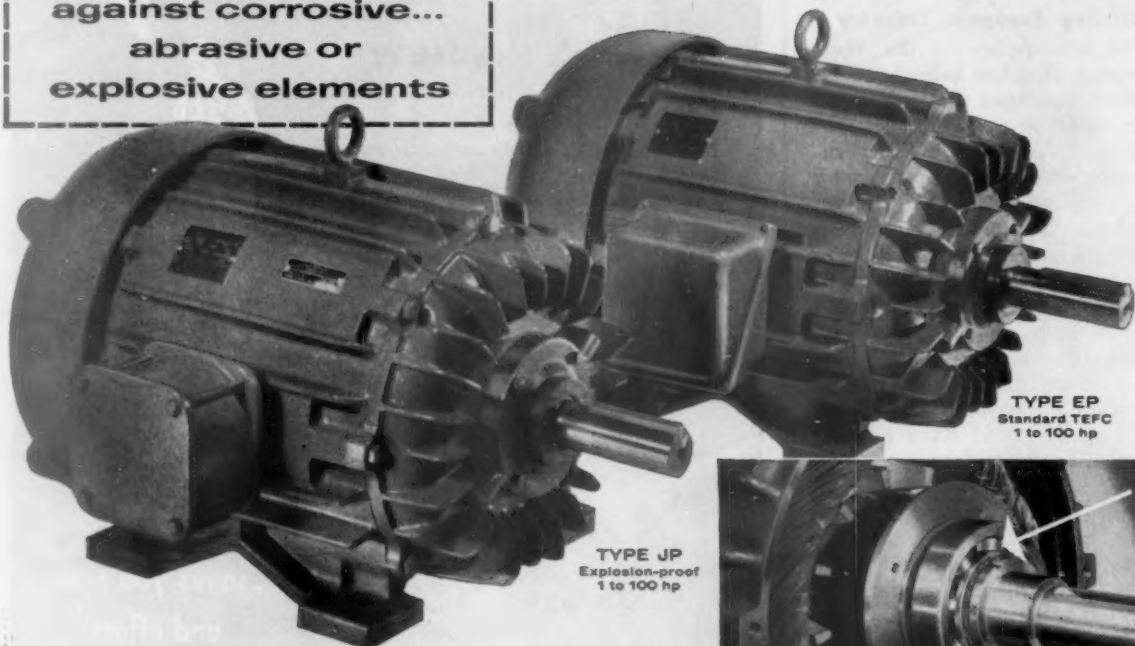
Guaranteed no-slip Speed Chuck grips tight forward or reverse. Replaceable insert jaws can be changed in seconds. Three-jaw rear centering workholder gives extra support, keeps pipe or rod turning straight for true threads every time. Base has handy tool hanger and pipe benders. Can be bench or truck mounted.

RIGID designed variable speed motor, that's reversible at bump-proof recessed switch, has plenty of power for up to 12" geared tools. See and try the time-saving RIGID 200 at your Supply House!

The Ridge Tool Company • Elyria, Ohio, U.S.A.

For More Information Write No. 172 on Inquiry Card—Page 32

**YOU GET
EXTRA PROTECTION**
against corrosive...
abrasive or
explosive elements



TYPE EP
Standard TEFC
1 to 100 hp

TYPE JP
Explosion-proof
1 to 100 hp

**with
Wagner totally enclosed
motors...protected for
longer motor life**

If you need motors that will keep production rates up . . . that will give the continuity of service that is so important to automation . . . that will operate with complete dependability under the most severe conditions—Wagner totally enclosed motors are your soundest choice.

Type EP Motors offer protection against corrosion, dust, abrasives, fumes, steel chips or filings. Type JP is explosion proof as well—designed and approved for use in explosive atmospheres.

NEW NEMA FRAMES . . . These motors are built in the new NEMA Frame sizes from 182 through 445U, with ribs that add mechanical strength and increase the surface cooling area. Effective cooling system adds to motor life. Let your Wagner Sales Engineer show you how these protected motors can bring you savings on initial motor costs, maintenance costs and continuity of operation.

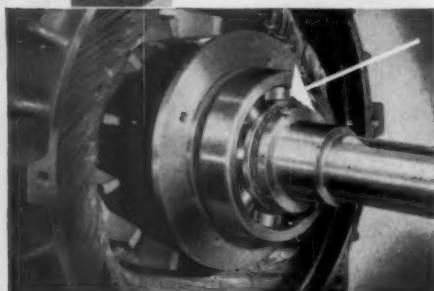
**1 TO 100 HP—4 POLE, 60 CYCLE—
NEMA FRAMES 182 THROUGH 445U**

Wagner Electric Corporation
6360 Plymouth Ave., St. Louis 14, Missouri.

WM50-5

BRANCHES AND DISTRIBUTORS IN ALL PRINCIPAL CITIES

For More Information Write No. 173 on Inquiry Card—Page 32



HEAVY DUTY BALL BEARINGS . . . The ball bearings used in these motors are of the highest quality, with more than ample capacity to provide long troublefree service under heavy loads.



BEARINGS CAN BE RELUBRICATED . . . Factory installation will last for many years under normal service, but openings are provided to permit relubrication that adds years to motor life under severe conditions.

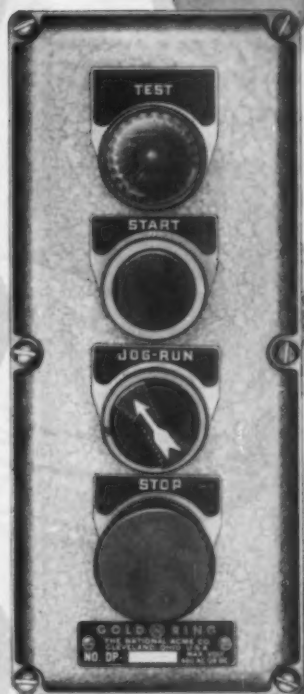


SEALS KEEP BEARINGS CLEAN . . . Both ends of these motors have running shaft seals to keep the bearings clean. Bearing housings are effectively sealed to prevent escape of grease.

We build

better switches

because we can't buy them



**...IT'S AS SIMPLE
AS THAT...AND
THEY COST NO
MORE THAN
OTHER SWITCHES**

We had to build Gold-N-Ring Control Switches to meet our own high reliability specifications . . . our reputation was a part of this important fact. We're machine tool builders. We can't afford to be responsible for costly down-time on important capital investment equipment due to inferior control switches. That's why we build them like precise machine tools . . . and why it will pay you to check with us.

A wide range of basic units meets practically every need . . . as well as completely assembled stations in 1 to 4 button sizes to meet your electrical specifications. Ask our representative to call, or send for Bulletin ECS-56 . . . the complete selection and ordering guide.

ELECTRICAL MANUFACTURING DIVISION



LIMIT SWITCHES. A full line, originally designed for machine tool applications but now used wherever the highest reliability factors are required. Bulletin EM-51.



SOLENOIDS. A full line of standard and custom units for AC or DC. Push or pull types with capacities up to 25 lbs. Bulletin EM-52A.

THE NATIONAL
ACME COMPANY
191 E. 131st STREET
CLEVELAND 8, OHIO

For More Information Write No. 174 on Inquiry Card—Page 32



"It's the only way I can get some of them to leave."

CHEMICALS, METALS, MINERALS FOR THE
CHEMICAL PROCESSING AND METALWORKING INDUSTRIES



**METAL & THERMIT
CORPORATION**

GENERAL OFFICES: RAHWAY, N. J.

- Welding electrodes, machines
- Stabilizers for vinyls
- Chemicals of tin, antimony, phosphorus, silicon
- Bactericides, fungicides for pulp and paper
- Ceramic opacifiers
- Plating processes, materials
- Plastisols, protective coatings
- Titanium and Zirconium minerals
- Metals and alloys

Share your Purchasing Department humor with us
... Thanks for this tickle go to:

Mr. H. J. Sheets, Assistant Purchasing Agent
M. H. Treadwell Company, Inc.
140 Cedar Street
New York 6, N. Y.

For More Information Write No. 175 on Inquiry Card—Page 32

Here's a **NEW WELDING TORCH** that's **WATERTIGHT... built for HEAVY-DUTY SERVICE** **...yet weighs only 7 OUNCES!**

This new **HELIARC HW-18 Hand Welding Torch** weighs only 7 ounces, making it easy for you to handle, less tiring. The special one-piece water cooling channel eliminates sources of leakage. And it's made for rugged, heavy-duty service.

YOU GET BETTER SHIELDING WITH LESS GAS

Improved design of collet body and closer electrode fit assure uniform argon flow, without jetting or turbulence.

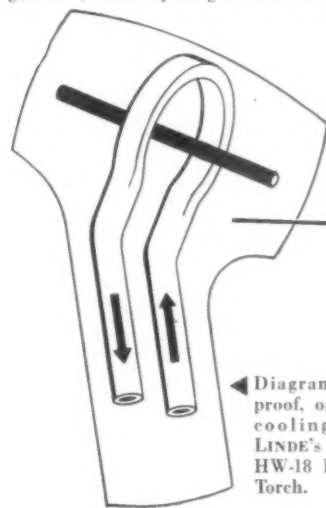


Diagram shows leak-proof, one-piece water cooling passage in LINDE's new **HELIARC HW-18 Hand Welding Torch**.

See and try this new **HELIARC HW-18 Torch**! For a demonstration, mail coupon today. Or call your distributor or nearest **LINDE** office. **LINDE COMPANY**, Division of Union Carbide Corporation, 30 East 42nd Street, New York 17, N. Y. Offices in other principal cities. In Canada: Linde Company, Division of Union Carbide Canada Limited.

Dept. PC-73, LINDE COMPANY, DIVISION OF UCC
30 East 42nd Street, New York 17, N. Y.

Please advise me where and when I can examine and try out the new **HELIARC HW-18 Hand Welding Torch**.

NAME _____

COMPANY _____

STREET _____

CITY _____ ZONE _____ STATE _____

FOR THE BEST IN
ELECTRIC WELDING
LOOK TO

Linde
TRADE-MARK

**UNION
CARBIDE**

GIVES YOU RUGGED SERVICE

Torch body is Fiberglas-reinforced phenolic for greater resistance to heat and thermal shock. Handle is tough, polished plastic. Gas cups have 4 times the impact strength of ordinary cups.

LEAKPROOF

Molded, one-piece water cooling passage has no joints to permit leakage—no water drip to contaminate welds.

EASY, MORE ECONOMICAL MAINTENANCE

Collets, collet bodies, cups and caps are interchangeable with those of your **HW-17 Series 2 Torch**. All couplings have standard **IAA** connections, and adaptors are included. Your production costs are lowered, too, for the new **HW-18** saves time in hard-to-reach spots. Torch is designed for continuous 300-amp service, a-c or d-c.

ARGON SHUT-OFF VALVE

(Optional) saves time, steps and argon.

The terms "Linde," "Heliarc," and "Union Carbide" are registered trade-marks of Union Carbide Corporation.

For More Information Write No. 176 on Inquiry Card—Page 32

For More Information Write No. 177 on Inquiry Card—Page 32 →

JULY 21, 1958

33



**J&L SUPERIOR QUALITY
HOT AND COLD ROLLED
SHEET STEEL**



J&L's answer to this tough automotive drawing problem:

"J&L CRO DQK 19GA .0418 x 48" x COIL"

This Pontiac fender, formed in a severe, one-hit drawing operation, requires a cold rolled steel sufficiently ductile to overcome the breakage hazard and properly processed to eliminate stretcher strains. Jones & Laughlin's drawing quality, cold rolled oiled sheet meets this requirement for a superior steel.

Modern automotive styling is making increasing metallurgical demands on hot and cold rolled steels. To meet these requirements, Jones & Laughlin, a major integrated producer, is now equipped to furnish constant-quality steels for the tough-

est fabrications. J&L steels are unsurpassed in ductility, strength and formability.

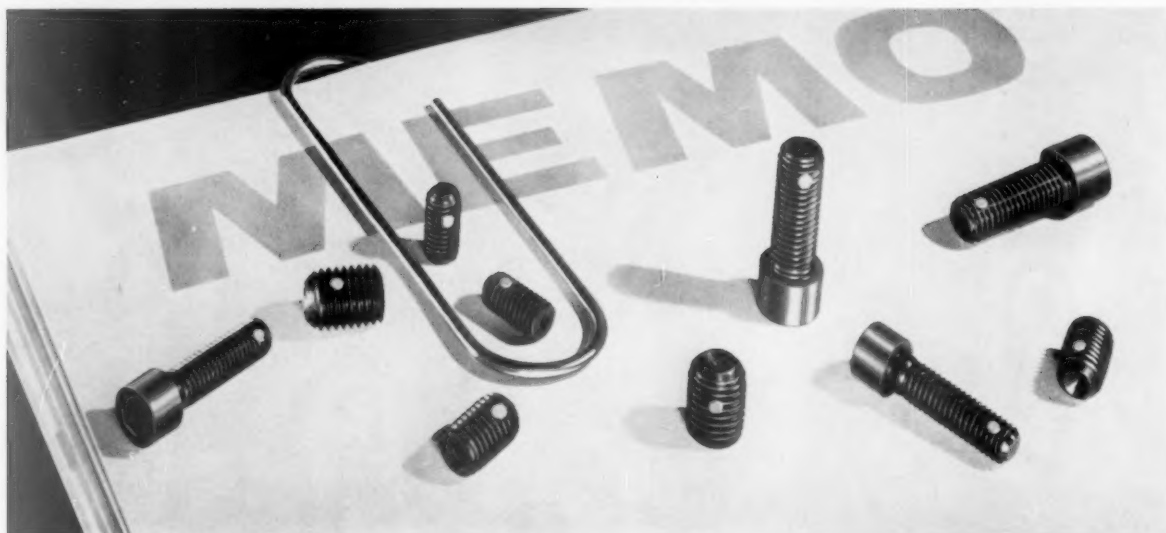
Next time you have a job that calls for a deep draw, specify J&L sheet steel. It can be supplied in either hot or cold rolled coils or cut lengths in widths up to 90 inches, dependent upon gauge. Form your products in one piece, eliminate welding, meet the most extreme demands of modern styling.

Call your nearby J&L sales office or write to Jones & Laughlin Steel Corporation, 3 Gateway Center, Pittsburgh 30, Pennsylvania.



Jones & Laughlin Steel Corporation

PITTSBURGH, PENNSYLVANIA



Self-locking microsize UNBRAKO socket cap and set screws are available in sizes #0 through #3, in heat treated alloy steel and 18-8 stainless steel, at your authorized industrial distributor. He also carries a complete stock of other self-locking UNBRAKO socket screw products.

Cut Costs of Fastening Small Assemblies with Self-Locking Microsize UNBRAKO Socket Screws



At SPS we apply a dynamic standard of quality—continually refined—so that our fasteners will always have the high reliability factor required by today's faster speeds, higher temperatures, and greater dynamic stresses. By using SPS fasteners in your assemblies, you increase overall reliability—the certainty of predictable performance under actual service conditions.

For more information on the full meaning of reliability, write for a copy of the new SPS booklet "High Reliability."

Self-locking microsize UNBRAKO socket screws help solve the problem of keeping fasteners tight in small assemblies. These miniature UNBRAKO socket cap and set screws with the Nylok* self-locking feature will not work loose under impact, shock or vibration.

Microsize UNBRAKO socket screws with Nylok simplify fastening of small assemblies where vibration would otherwise require lock-washers, wiring, adhesives or other special means of securing tiny screws. Microsize UNBRAKOS with Nylok require no separate locking elements. They improve design, speed up assembly operations, cut production costs, simplify inventory. They increase reliability by eliminating auxiliary locking devices that sometimes fail in service by loosening.

An UNBRAKO with Nylok is a single, self-locking unit. The permanently installed, resilient nylon pellet—serviceable from -70 to $+250^{\circ}\text{F}$ —forces mating threads tightly together, locks the screw securely, seated or not, wherever wrenching stops. And it can be removed and reused without affecting the reliability of its locking action.

Your local SPS distributor stocks microsize UNBRAKO socket cap and set screws in standard sizes #0 through #3. See him for more information or write for Bulletin 2374. STANDARD PRESSED STEEL CO., Jenkintown 31, Pa.

*T.M. Reg. U.S. Pat. Off., The Nylok Corporation

We also manufacture precision titanium fasteners / write for free booklet

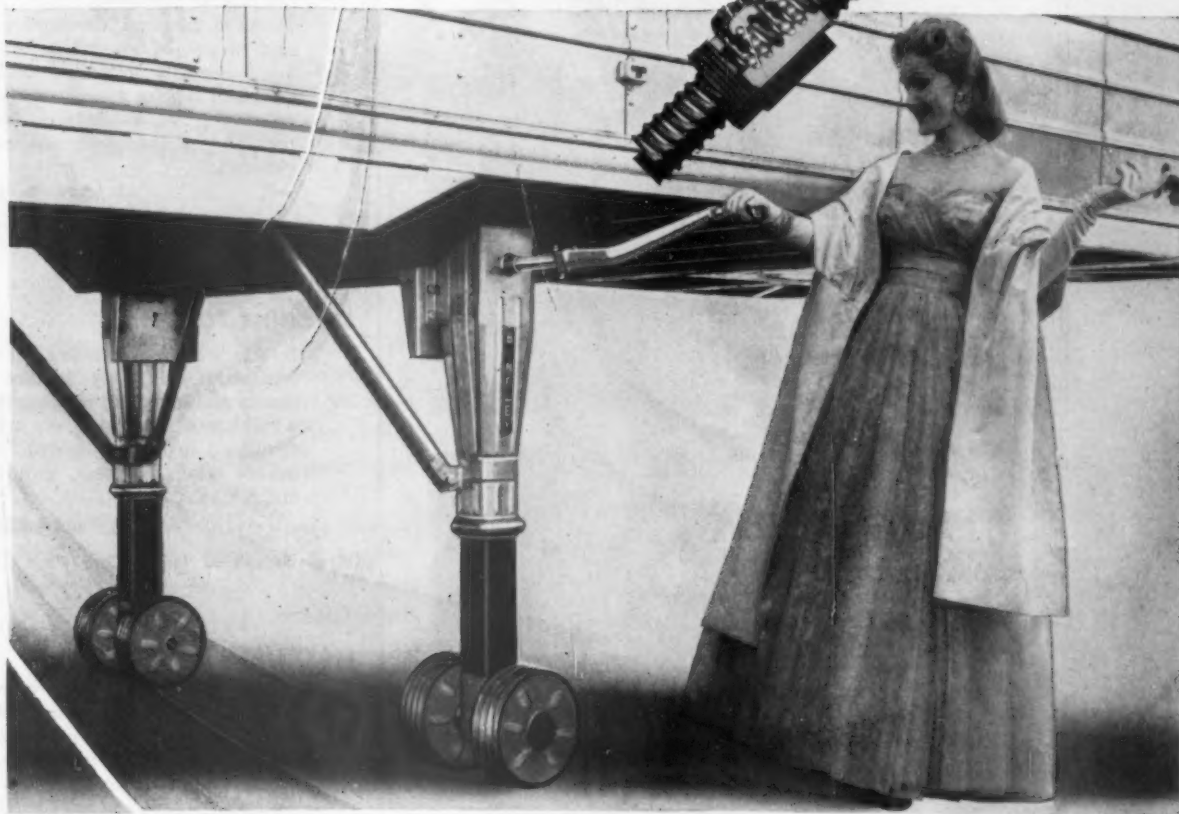
SPS

Jenkintown • Pennsylvania

Standard Pressed Steel Co. • The Cleveland Cap Screw Co. •
Columbia Steel Equipment Co. • National Machine Products Co.
• Nutt-Shel Co. • SPS Western • Standco Canada Ltd. •
UnbraKO Socket Screw Co., Ltd.

For More Information Write No. 178 on Inquiry Card—Page 32

Another fine product gains NEW S.A.
By Switching to the Saginaw Screw*



**WORLD'S MOST EFFICIENT ACTUATOR OPERATES TRAILER
LANDING GEAR WITH 5 TURNS PER INCH INSTEAD OF 20**

It's "happy landings" for truckers from now on—since Binkley Manufacturing Company has developed and marketed a new truck trailer landing gear which can be raised with 75% less cranking. They gave their product this new ***Sales Appeal** by switching from a high-friction acme screw to the almost frictionless Saginaw Screw.

The truly amazing ability of the Saginaw Screw to convert rotary motion to linear motion with over 90% efficiency is saving power, space, weight

and assuring smoother, more dependable performance in countless products from miniature electronic controls to giant production equipment.

Perhaps the Saginaw Screw can give your products that vital new **Sales Appeal** you're looking for right now. To find out, write, wire or telephone Saginaw ball/bearing Screw Operation, Saginaw Steering Gear Division, General Motors Corporation, Saginaw, Michigan—world's largest producers of b/b screws and splines.

** Give your products
NEW SALES APPEAL...
switch to the*

Saginaw

ball bearing Screw

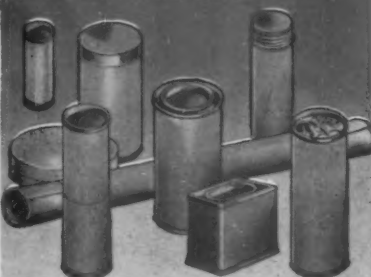


*From Coast to Coast
and in Canada too!*

QUALITY AND SERVICE IN PACKAGING

CONTAINERS — TUBING

Made of high grade materials — designed for your particular packaging requirements as well as containers that meet military specifications.



QUALITY AND SERVICE IN PHENOLIC TUBING

CLEVELITE*

Laminated phenolic tubing — standard in the electrical and electronic industries with low-cost applications in many other fields.



QUALITY AND SERVICE IN ABRASIVES

No Lap

A complete line of sleeves, expanding drums, belts, cartridge rolls and mandrels. A wide range of grits and sizes. Samples furnished on request.



Write for latest brochures that can save you money.

*Reg. U. S. Pat. Off.

PLANTS & THE SALES OFFICES: CLEVELAND DETROIT CHICAGO MEMPHIS LOS ANGELES PLYMOUTH, WIS. JAMESBURG, N. J. OGDENSBURG, N. Y.	CLEVELAND CONTAINER CO. 6201 BARBERTON AVE. • CLEVELAND 2, OHIO ALL-FIBRE CANS • COMBINATION METAL AND PAPER CANS • SPIRALLY WOUND TUBES AND CORES FOR ALL PURPOSES. CLEVELAND CONTAINER CANADA, LTD. <small>Plants and Sales Offices: TORONTO AND PRESCOTT, ONT. Sales Office: MONTREAL</small>	SALES OFFICES: NEW YORK CITY WASHINGTON, D. C. ROCHESTER, N. Y. WEST HARTFORD, CONN. • ABRASIVE DIVISION AT CLEVELAND
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For More Information Write No. 187 on Inquiry Card—Page 32

Catalog Files

LOADING ASSEMBLIES

Detailed product descriptions and photos of assemblies and accessories for unloading tank cars and trucks are contained in catalog No. F-32. Items for handling hazardous liquids are covered.

OPW Corp.

Write No. 13 on Inquiry Card—Page 32

MACHINE TOOLS

Specifications, including capacities, floor space requirements and shipping weights of a full line of machine tools are tabulated in catalog #5800. It covers lathes, shapers, grinders, etc.

South Bend Lathe

Write No. 14 on Inquiry Card—Page 32

MATERIALS HANDLING

A 16-page booklet gives case histories of a wide variety of materials handling problems solved in various industries. There is a 2-color article on methods used at a split-level warehouse.

Lewis-Shepard Products, Inc.

Write No. 15 on Inquiry Card—Page 32

METALWORKING

Photos and descriptive text comprise an 8-page catalog dealing with typical machines for expanding, shrinking and roll forming metal. The brochure (No. SC-58M5) details parts produced.

Gretnes Machine Works, Inc.

Write No. 16 on Inquiry Card—Page 32

NUTS

Design manual 5803 (18 pp, illustrated) reviews available standard and miniature types of clinch nuts for the avionic, electronic and electrical equipment industries. An index lists types.

Elastic Stop Nut Corp. of America

Write No. 17 on Inquiry Card—Page 32

For More Information Write No. 181

on Inquiry Card—Page 32→

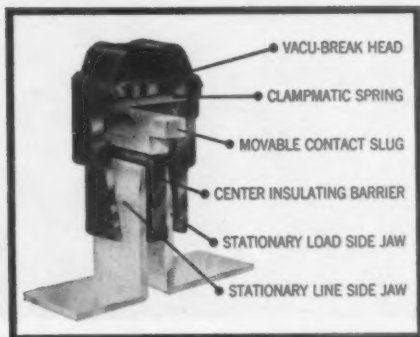
PURCHASING

Safest switches known

—in every size from 30
to 1200 amps

Large or small, BullDog Clampmatic® Vacu-Break® Safety Switches provide *maximum* protection . . . meet your every switching need. You get added safety because of these two exclusives: The unique Clampmatic spring increases the pressure against contact jaws . . . assures clamp-tight connections . . . faster break . . . *really safe operation*. Vacu-Break action snuffs arcs immediately . . . reduces pitting and burning of contacts for long, trouble-free switch life.

BullDog's "Big Three" safety switches, The "Master", "Junior" and "Rain-tight", assure positive switching for every application. For this added safety, see a BullDog field engineer for complete details, or write BullDog Electric Products Company, Detroit 12, Mich.



CLAMPMATIC VACU-BREAK — BullDog's unique Clampmatic spring clamps the contact slug between the line and load jaws. Constant pressure permits cool operating contacts. As the switch moves to "off", the spring accelerates the break. Vacu-Break action snuffs arcs immediately . . . minimizes damage to contacts.



© BEP

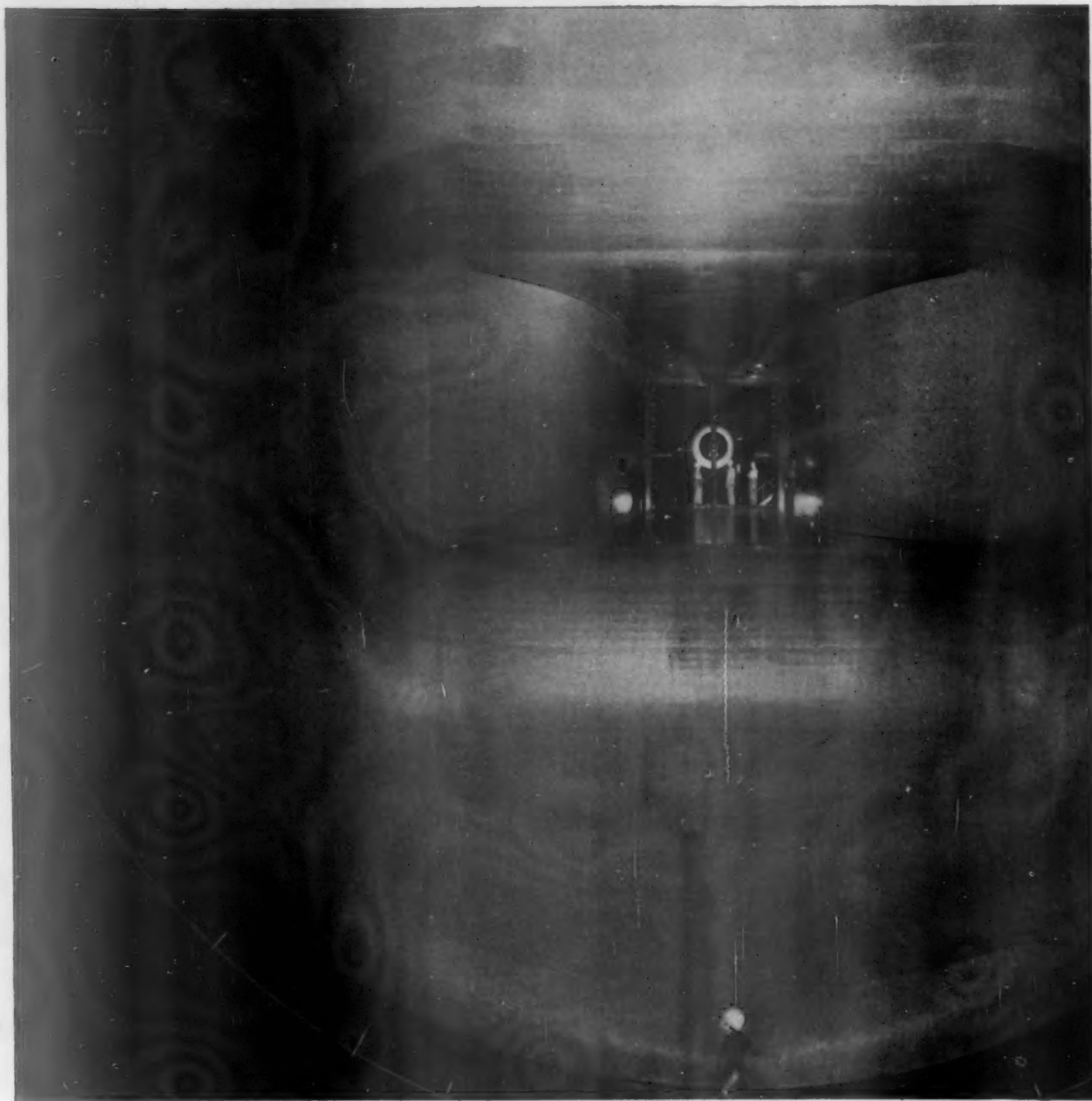
BULLDOG



BullDog Electric Products Company, Division of I-T-E Circuit Breaker Company,
Detroit 32, Mich. BullDog Export Division: 13 East 40th St., New York 16, N.Y.
In Canada: BullDog Electric Products Co. (Canada) Ltd., 80 Clayson Rd., Toronto 15, Ont.

HEAT BETTER ELECTRICALLY

When you buy from U. S. Steel



STEEL+PLUS IN ACTION: FACILITIES

You could run a two-lane highway through this steel wind tunnel at the U. S. Air Force's Arnold Engineering Development Center, Tullahoma, Tennessee. One of the biggest in the world, it's used to test full-size jet engines

and large models of aircraft and missiles under simulated flight conditions. U. S. Steel played a major role in building and equipping this vital research center... with special steels developed by USS. *USS is a registered trademark*

American Bridge • American Steel & Wire and Cyclone Fence • Columbia-Genova Steel • Consolidated Western Steel • National Tube • Oil Well Supply
Tennessee Coal & Iron • United States Steel Homes • United States Steel Products • United States Steel Supply and Gerrard Steel Strapping
United States Steel Export Company • Universal Atlas Cement Company

you get **STEEL+PLUS**

STEEL+PLUS IN ACTION: RESEARCH

What in the world will touch the moon first? It looks now like it might well be a type of steel similar to that recently developed in U. S. Steel's research laboratories. It's called USS-12 MoV Stainless Steel. Exceptionally strong (225,000 psi), it's ideally suited for the skin of missiles and rockets because it retains high strength even under the fierce heat of unearthly speeds.



STEEL+PLUS IN ACTION: TECHNICAL ASSISTANCE

Sometimes a steel is *too* good for the job. A USS customer was glad to find that out recently when he ordered a premium-priced steel to make into shock absorber caps. A USS metallurgist studied the customer's specifications for the steel and realized that our regular hot-rolled commercial-quality steel would do the job just as well. He recommended the less expensive steel. The customer tried it and found it completely satisfactory, effecting a worthwhile saving.



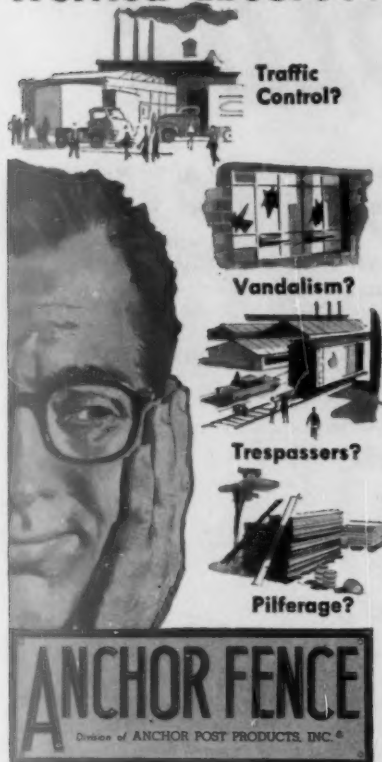
STEEL+PLUS IN ACTION: MARKETING ASSISTANCE

Go back ten years and try to think of the building that did not have walls of wood, brick, glass, or stone. Now look at your city—and count the new buildings with colorful curtain walls of steel. Like all new ideas, curtain wall construction calls for a wealth of new concepts, technical data (and not a little "hard selling"), so USS engineers and market specialists make frequent calls on the men who influence the construction of new buildings. Result: more business for our customers who make steel curtain wall building components.



United States Steel

Worried about...



Traffic Control?

Vandalism?

Trespassers?

Pilferage?

ANCHOR FENCE
Division of ANCHOR POST PRODUCTS, INC.®

Your answer to 4 basic plant problems

Anchor has built its fence with exclusive features to give you more of the positive protection you need. Special terminal posts remove all potential toe and hand holds. Anchor's exclusive deep-driven anchors combine with H-Beam line posts to give you a fence of unmatched strength and rigidity. Gates are one-piece welded construction, designed to stay rattle and sag proof. And Anchor chain link fabric is galvanized after weaving for extra-long, corrosion-resistant life.

Every Anchor Fence is erected by Anchor's own trained experts, and backed by Anchor's 66 year reputation as a leader in industrial fencing. Call your local Anchor office for a free estimate, today, or write: ANCHOR FENCE, 6615 Eastern Avenue, Baltimore 24, Md.



Plants in Baltimore, Md.; Houston, Texas; and Whittier, Cal. Sold direct from Factory Branches and Warehouses in principal cities.

For More Information Write No. 189 on Inquiry Card—Page 32

Letters To The Editor

BURSTING WITH PRIDE

Our business is purchasing complete surplus inventories from all industries. Some time ago, the purchasing agent for one of our accounts suggested advertising our service in *PURCHASING*.

We then contracted for our advertisement to appear in the classified section of your magazine.

The response to the advertisement has been amazing. As a result, we have bought surplus merchandise and equipment from a great many small and large manufacturing concerns throughout the country, giving them cash and immediate removal service.

Then we received an offering of merchandise from a large Norwegian concern, together with a reference to our advertisement in *PURCHASING*. We followed through, made a good offer, and now the merchandise is enroute to us.

Therefore, we wish to express our thanks. Through our classified advertisement, we and many of your subscribers have been well served.

Morton S. Kaye
National Trading Co., Inc.
Newark, New Jersey

LUCKY WINNER

I certainly was delighted to receive the copy of Mr. Heinritz' book which I was so fortunate to win in Chicago. Such luck doesn't usually favor me.

I have always felt that his book was THE bible on purchasing and our office copy has been hard to lay hands on.

I think it also in order to say that *PURCHASING* Magazine is our mainstay in this department and is one of the few publications we receive which gets preferential reading.

D. J. Fitzgerald
Purchasing Agent
Baltimore Gas and Electric Company
Baltimore, Maryland

● Reader Fitzgerald was one of the lucky winners of the drawings held at the N.A.P.A. Convention

in Chicago. Eight copies of *Stu Heinritz'* book were given away each day at the *PURCHASING* Magazine booth in the *Inform-A-Show*.

SCRAP DISPOSAL

I am writing for information on accepted procedures for organizing scrap disposal. We are about to move into our new building and at that time, we are going to formalize our salvage disposal department.

What I have in mind is the organization for taking care of all non-standard material such as metal scrap, both obsolete parts and chips; remaking, such as correcting defective parts; impregnating for leaky castings; revising parts to take care of latest specification changes; disposal of obsolete parts coming in from branch offices or even from customers.

Then there is the disposal of other material, scrap paper, and furniture which is no longer required for certain departments—even automobiles. There is also special material with specific problems such as toxic liquids or, in certain cases, radioactive waste.

In companies of any size, this scrap runs into a substantial amount of money.

Another item which is a substantial one with us is reclaiming the various types of cutting oil for the machine shop, and in some plants, the reclaiming of other fluids such as degreasing fluid and photographic solutions. If there are any previous articles on this, I would appreciate receiving copies of them.

P. K. Tracy
Purchasing Engineer
The Foxboro Company
Foxboro, Massachusetts

● A number of articles from our editorial files are on their way to Mr. Tracy; notably the Tennessee Eastman story from our issue of February 17. *PURCHASING* has a wealth of informative material in its permanent files. It has been accumulated over many years and may be borrowed by readers working on special projects.

Firth Sterling ...

PIONEER IN POWDER AND MOLTEN METALLURGY



NEW

**CERTIFIED QUALITY
FIRTHITE
GRADE HA**

Your assurance of results ... *your guarantee of genuine Firthite in your blue-print tools*

When you specify Firthite sintered carbide for your important blue-print tools, you count on top quality and money-saving performance. Now, Firth Sterling, in cooperation with leading toolmakers, offers a guarantee of quality unmatched in the industry.

This exclusive new service is designed to help you get maximum efficiency in your metal removal applications. It is typical of the progressive thinking that has characterized Firth Sterling during more than 68 years of metallurgical pioneering.

CERTIFICATION: To assure you that the exact grade of Firthite you specify goes into the cutting tools you buy, the bright, new label shown above will appear

on the shank of each tool. It certifies a product engineered and quality controlled from ore to the finished tool—tools that cut faster, stay sharp longer and reduce downtime for regrounding. Firth Sterling and most leading toolmakers have agreed to apply this label *only* on tools using genuine Firthite.

Insist on the Firthite label when you order blue-print tools—your certification of grade and quality. For further information on Firthite sintered carbide, or help with *any* metallurgical problem write: Firth Sterling, Inc., Dept. 71G, 3113 Forbes St., Pittsburgh 30, Pa. Warehouses and offices in principal cities.

"Your Future is Great in a Growing America"

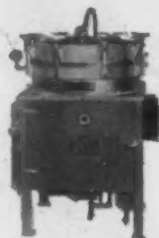


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ZIRCONIUM • STERVAC & STERCON SUPER ALLOYS

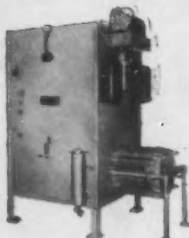
**You get longer machinery life,
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OIL RECLAIMER

For continuous oil purification in range of 2-100 gph. Removes all solids, acids and volatile contaminants.



PURIFIER-RE-REFINER

For all purification in batches of from 6 to 100 gallons. Removes all solids, acids and volatile contaminants.



HIGH CAPACITY RECLAIMER

Combines filtration for removal of solids and sludge with vacuum vaporization for removal of solids, acids, water, solvents, fuel dilution. Furnished in standard or custom built models to 600 gph.



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Furnished in capacities from 0.1 to 750 gpm. Various cartridges available for mineral and inhibited detergent oils.

Whenever oil is used it becomes contaminated and must be discarded or conditioned for further use. There is a HILCO to do this job for you. HILCO offers a wide range of oil purification units to meet every oil conditioning problem... stationary or portable. You can recover large quantities of oil at low cost. HILCO units are available for continuous or batch operation. And HILCO purification means complete oil purification.

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FOR RECLAIMING,
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For More Information Write No. 191 on Inquiry Card—Page 32

POSITIONS WANTED

Kindly send me the necessary form for job applicants as announced in your April 28 issue.

I am happy to see this service inaugurated. Most professional organizations have come to "take care of their own," and I am glad that PURCHASING has taken the initiative in our field.

NAME WITHHELD

I would appreciate your sending me the special form for listing my qualifications in your Employment Service Department.

Timely and forward thinking as advanced by this service is typical of the dynamic policy which places and keeps an imaginative magazine like PURCHASING a constant example to follow.

NAME WITHHELD

Please send me the proper form for job applicants.

This is a specialized service you are offering which has long been needed throughout the entire country, both for industry and for those in the purchasing profession.

NAME WITHHELD

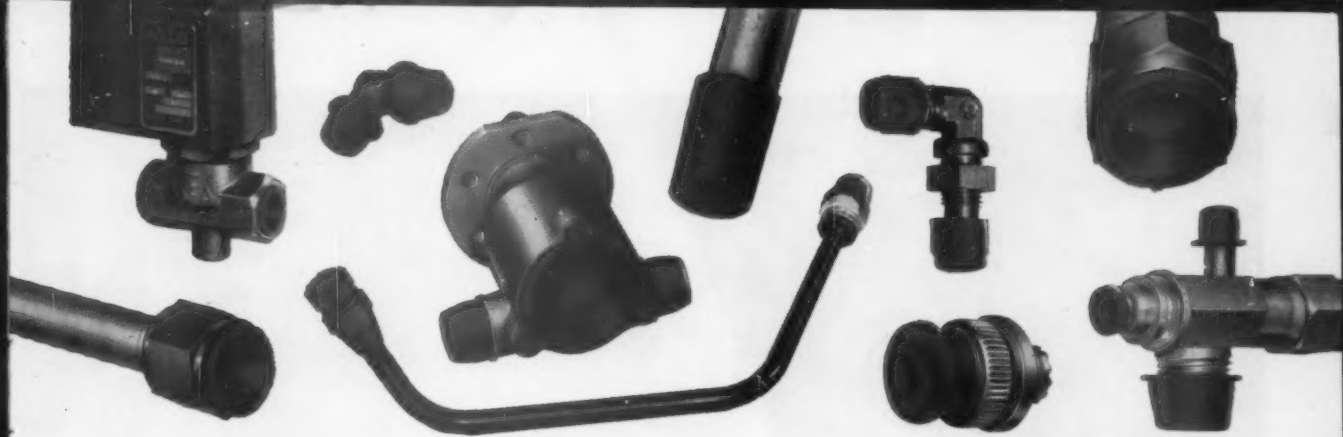
As an assistant purchasing agent, I am very much interested in your new service of advertising qualifications in your excellent medium. Thanks for initiating a long needed "first."

NAME WITHHELD

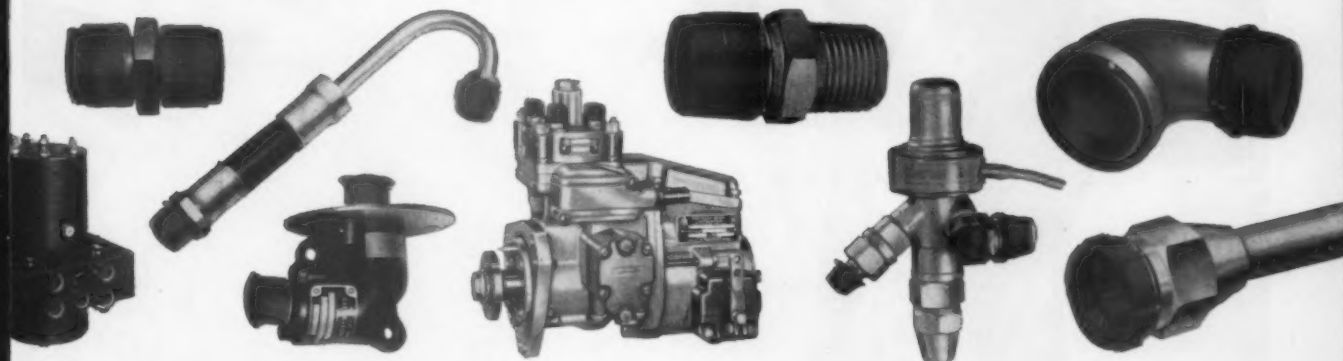
• It has always been the desire of PURCHASING Magazine to bring together the capable purchasing man and the company looking for him. We feel that our new service (see page 102) will help to accomplish this. Although we would like to print each application as many times as necessary, space will not always permit us to do so. We urge department heads to use this new service as it provides a list of executives nowhere else available. All inquiries addressed to a box number will be forwarded immediately, unopened, to the proper individual.

For More Information Write No. 186 on Inquiry Card—Page 32→

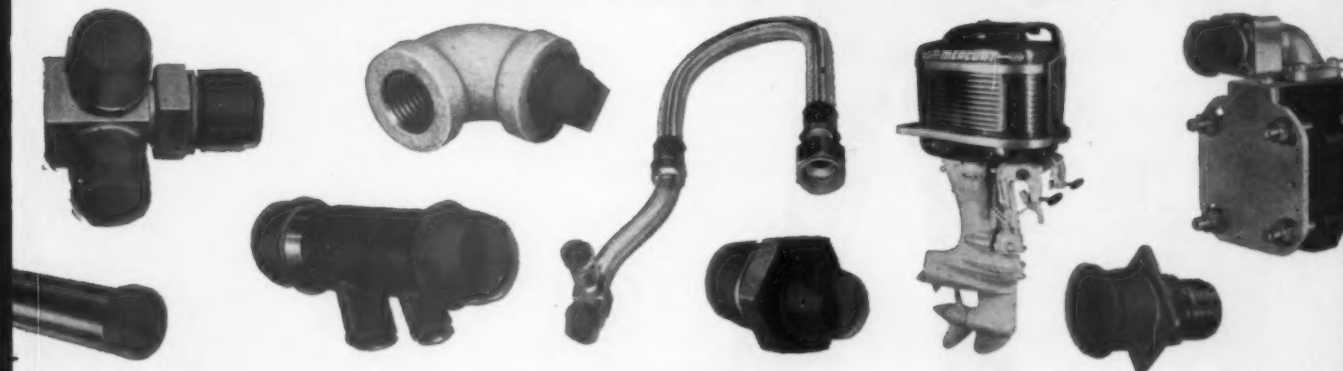
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Caplug protect nearly everything under the sun...in process, storage and transit...



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made of tough, flexible polyethylene...won't chip, break, shred or collapse

Caplugs

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ANNOUNCING THE NEW Toughness Champ

OUR CLUPAK* MULTIWALLS

These new multiwalls can take more of a beating without breaking.

They're made with the revolutionary new Kraftsman Clupak paper which has built-in "stretch." This paper stands up under impacts and drops that burst ordinary multiwall bags.

As a result, you and your customers are both happier. You both save money. You can store, transport, use—and abuse—our Clupak multiwalls with a rough and ready carelessness that spells "waste" for ordinary old-fashioned multiwalls!

Amazing fact: they cost no more than ordinary multiwalls!

Our Clupak multiwalls are available now in these types: Pasted Open Mouth, Pasted Valve, Sewn Valve, Sewn Open Mouth and Stepped End.

All of them are lighter and tougher—try them. On your next carload order, let us include a trial shipment of 5,000 of our Clupak multiwalls. Call or write:



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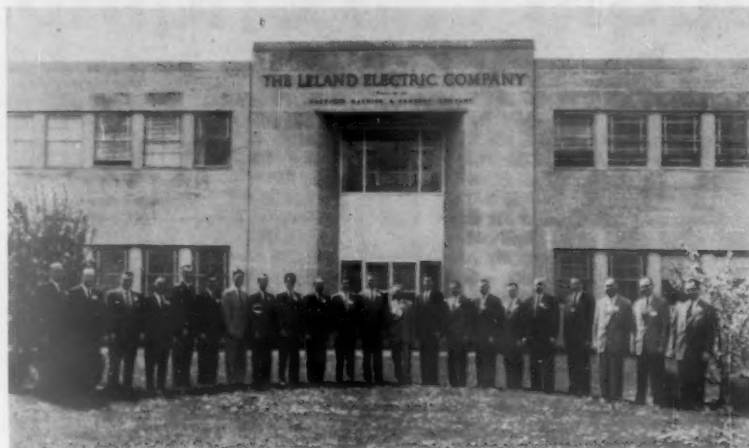
JULY 21, 1958

For More Information Write No. 188 on Inquiry Card—Page 32

47

Purchasing People In The News

American Machine & Foundry Holds Purchasing Workshop



Pictured is the group of purchasing agents who participated in a successful cooperative purchasing conference workshop held recently at the Leland Electric Division, Vandalia, Ohio.

F. Donald Dildine has been named director of purchasing for Chandler-Evans, West Hartford, Connecticut. **G. Kenneth Metcalfe**,

Clifford V. Brown has been promoted to director of purchasing for the D. L. Clark Company, Pittsburgh, Pa. Mr. Brown will



F. Donald Dildine

who has been associated with the company's purchasing activities since 1952, will continue as purchasing agent for the firm. Mr. Dildine for the last seven years has been a buyer in the aircraft engine division of Ford Motor Company in Chicago. Previously, he had been associated with Electric Storage Battery Company in charge of production control activities.



Clifford V. Brown

succeed **John A. Seibert** who died recently. A veteran of 18 years service with the company, he began his career with the firm as a cost accountant. During World War II, he served as purchasing agent while Mr. Seibert was in military service. Later Mr. Brown was named factory manager, then assistant secretary and treasurer of the company, his most recent position.

The Acme Wire Company, New Haven, Connecticut, has appointed **Charles J. Schnelle** director of purchases. **Walter F. Rausch** has been named purchasing agent to replace Mr. Schnelle. **Robert F. Kowalczyk** has been promoted to assistant purchasing agent. An employee of the company for 53 years, Mr. Schnelle has been purchasing agent since 1912. He was made a vice president in 1941 and was elected a member of the board of directors last November. The only purchasing agent the company has ever had, Mr.

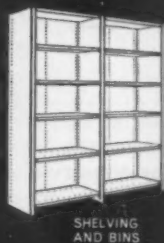


Charles J. Schnelle

Schnelle has been a member of the N.A.P.A. since 1915, and is a former National Director of that association for Connecticut. He is a charter member and a former president of the Purchasing Agents Association of Connecticut.

Walter Rausch has been assistant purchasing agent of the company since 1948. Before joining Acme Wire Company, Mr. Rausch was employed at Chance-Vought Aircraft Company Division of United Aircraft Corp., Bridgeport, Conn., until that firm moved to Texas.

Robert Kowalczyk, the new assistant purchasing agent, has been with the department since April, 1957. Previously, he had been engaged in purchasing for R. Wallace and Sons Manufacturing Company and Kelsey Hayes Wheel Company, both of Wallingford, Connecticut, and Norden-Ketay Corporation of Milford, Connecticut.



SHELVING
AND BINS



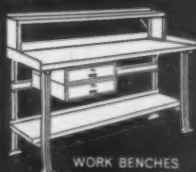
FILING
CABINETS



FOLDING
CHAIRS



LOCKERS



WORK BENCHES



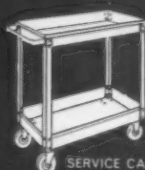
TOOL STANDS
AND TOLERS



COAT
RACKS



STORAGE CABINETS



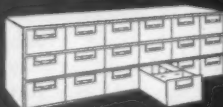
SERVICE CARTS



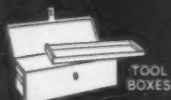
STOOLS



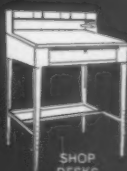
SHOP BOXES



DRAWER CASES



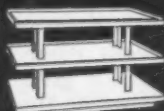
TOOL
BOXES



SHOP
DESKS



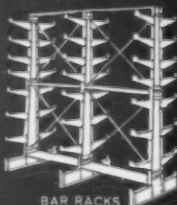
FLAT DRAWER FILES



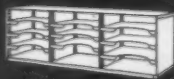
DISPLAY TABLES



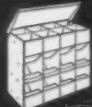
DRAWING TABLES



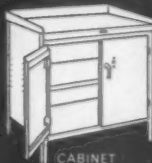
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TABLES

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for Business,
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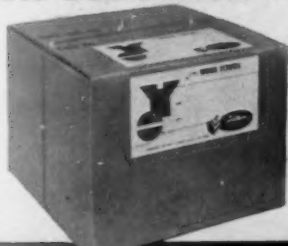
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SAVE HANDLING TIME with SOUTHERN SCREW'S NEW BULK PACK !



Whether your present material movement is mechanical, power-driven, or manual, Southern Screw's new bulk pack system is sure to save handling time for you!

The new and tested bulk pack system by Southern Screw is a result of industry demands, plus long and careful study prior to redesigning our old system. Thus Southern's new system offers MULTIPLE advantages to leading industries in every area of production.

If the economies of faster handling—from receiving to shipping—are of interest to you, write for details about Southern's new bulk packing system that includes standardized 2-way entry disposable pallets furnished without additional cost.

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Wood Screws • Machine Screws & Nuts
A, B, C & F Tapping Screws • Hanger Bolts
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Warehouses: New York • Chicago • Dallas • Los Angeles



For More Information Write No. 199
on Inquiry Card—Page 32

FOB—"filosofy of buying"

DESPITE what you hear, purchasing agents must have some spare time. Allmetal Screw Products Co., Garden City, N.Y. has just finished a study that indicates over 85% of all purchasing agents have hobbies. (Maybe they *don't* have spare time and have to pursue their hobbies on company time. The two most popular hobbies, in order, are fishing and golf.)

Allmetal queried over 6,000 purchasing agents and got over 4,000 replies. Third to fishing (32.7%), and golf (25.2%) was photography (13.5%).

The survey turned up some interesting items. Seventy five of the P.A.'s have football for a hobby—whether as spectators or participants is not made clear. Cooking, sewing and knitting rate fairly high. Seven sluggish but

honest purchasing agents have carefully developed the hobby of TV-viewing. The conservative nature of the profession shows up in the low number (six) who make the stock market their hobby. One P.A. escapes from this workaday world through free ballooning. And one has a rather eerie interest in demonology. (Those gremlins in the office probably developed into full-fledged evil spirits. He couldn't beat 'em, so he joined 'em.)

Advertising Manager Marvin Tabak hopes the survey will stimulate an exchange of data among purchasing hobbyists. If you're interested in finding out about hobbies or fellow aficionados, write him at Allmetal Screw Products Company, Inc., 821 Stewart Avenue, Garden City, L.I., N.Y.

"I DON'T CARE what they say about me as long as they mention my name." Morse Twist Drill & Machine Co., New Bedford, Mass. has improved on that basic politician's principle. As scheduled visitors come up the stairs to the reception room they see their name filling out a large sign that reads "Morse Welcomes . . ."

When the visitor is greeted by the man he's calling on, a company photographer makes a picture of it and sends him a copy. In the photo below Morse's Purchasing Agent Walter Martin gives the glad hand to Henry A. Hudson, district manager, Vanadium-Alloys Steel Co., Colonial Steel Division, of Boston.



A famous sailing name in a famous port

MMAGAZINES and newspapers these days seem to be full of articles on The Decline of the American Male, Mama's Now The Master of The House, The American Father is A Clown, The Battle of the Sexes. Main idea seems to be to prove that you and I and every other man are kind of good-natured slobbs that have let ourselves be beaten into Togetherness, meanwhile turning our tribal patriarchal rights over to the little woman.

One writer was making a pretty good case for the theory in New York's World-Telegram last week. But just as we found ourselves dejectedly agreeing with him, we ran into this gem:

"She (modern woman) controls the family purse strings, but modern merchandising has robbed her of the pleasure of bargaining in the marketing place. She now finds herself nothing but a price-ticket reader, a purchasing agent."

The psychologist who wrote that is probably a frustrated salesman. If he knows as little about women as he does about purchasing maybe all this talk about female dominance is cockeyed. We'll make a little study of our own. Next time your wife talks back to you give her the back of your hand. Then send us a brief summary of the results. These will be tabulated, coordinated, integrated and printed in a special issue to be announced later.

"SUPERFICIALLY, the functions and attitudes of the company (which makes products and pays to advertise them), the advertising agency and media (newspapers, magazine, etc.) are similar to those of manufacturer, purchasing agent and supplier in the normal course of business. One factor, however, makes the climate in the advertising world different from that anywhere else: agencies, acting as purchasers, are paid not by their clients but by the media, the suppliers from whom they buy."—from *Madison Avenue, U.S.A.*, by Martin Mayer.

Don't think it hasn't been tried!

WIRE FILTER CLOTH

WIRE SPACE CLOTH

WIRE MESH CLOTH

**CALL ON NEWARK
When Purchasing**

**PARTS FABRICATED
WITH WIRE CLOTH**

TESTING SIEVES

TESTING SIEVE SHAKERS

Make NEWARK your source of supply for Wire Cloth and Wire Cloth Products. We weave all of our own cloth from which we fabricate parts for our customers...thus insuring both quality of cloth and accuracy of construction.

Newark Wire Cloth is available in all standard widths, all meshes, all commercial metals...the Newark line is a complete line even up to 400 mesh cloth. And if your problem is one of parts design, our engineers will be glad to aid. May we quote on your requirements?

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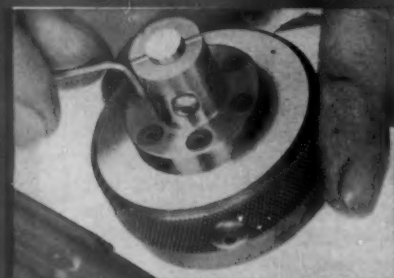
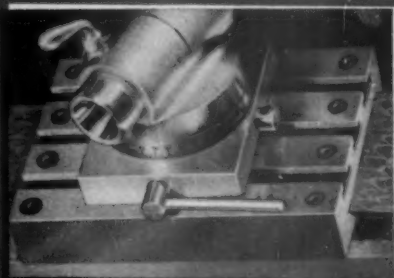
NEWARK 4, NEW JERSEY

For More Information Write No. 200 on Inquiry Card—Page 32



Use genuine Allen tough-gripping fastening for your flush and streamlined surfaces

Allen FLAT HEAD Cap Screws

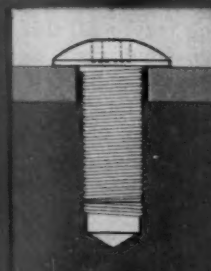


Allen Flat Head Cap Screws, in countersunk tapped holes, give you absolutely flush surfaces. Hex-socket wrenching entirely eliminates burred slots and protruding heads. Genuine Allen Flat Heads are "pressur-formd"—long fibers of the metal are preserved uncut

throughout the whole length of the screw. Allen's exclusive Leader Point makes starting easier—prevents damage to lead thread. Class 3A fit; available in No. 4 through $\frac{3}{4}$ " diameters. Write for FREE samples, dimensions, and full details.



Allen BUTTON HEAD Cap Screws



Where you can't countersink—fastening thin metal parts like covers, access panels or guards, for example—Allen Button Head Cap Screws will give you the smooth, streamlined effect you want. Hex-socket wrenching assures a tighter hold—eliminates driver slips,

raised metal slivers, and skids that can damage and mar parts and finish. "Pressur-formd," like the Flat Heads above, for far greater strength at vital points. Leader Point. Class 3A fit. No. 4 through $\frac{3}{8}$ " diameters. Write for FREE samples and full information.

The cost of Allen Hex-Socket Cap Screws is only a minor fraction of your assembly costs . . . be sure you're getting the timesaving, cost-saving advantages of genuine Allens.

ALLEN

MANUFACTURING COMPANY
Hartford 2, Connecticut, U. S. A.

Stocked and sold by leading industrial distributors everywhere



Ready in September . . . Allen's great new plant!



For More Information Write No. 193 on Inquiry Card—Page 32

✓ Highlights of This Issue

Business Changes Direction

Generally speaking the downward trend in business appears to have halted. But what happens now? What are the basic facts behind such catch phrases as bottoming out, leveling off and shifting to a new plateau? If we're not going down any more are we going up? And when? For an analytical review of what's happening to the economy and the outlook for the balance of the year be sure to see Pulse of Business, page 7. Here's business news and interpretation written from the purchasing agent's angle.

A One-Man Purchasing Department

When a company's only big enough to need a one-man purchasing department that one man is usually pretty busy. If buying doesn't take up all his time he's generally given another responsibility. If this sounds familiar, you'll be interested in the article on page 62. It's the story of a one-man department in a 75-man plant. The P.A. is also the personnel manager. Efficient procedures and intelligent policies are his keys to handling the many duties and problems he's faced with.

Profit-Making Specialists

Big departments have their problems, too. But they get big and profitable results when those problems are solved. An article on page 60 deals with some techniques employed in buying for a very large soft-drink producer. They've been so successful members of the buying group are known as "profit-making specialists."

What Does F.O.B. Mean?

The term free-on-board is almost universally familiar—if not in its full form at least by its initials, F.O.B. But it's not as simple as a lot of people think it is. For the purchasing agent, especially, there are all sorts of legal ramifications involved in having goods shipped F.O.B. If you're not fully aware of all the implications of the term you'll find the legal article on page 64 especially enlightening.

Minding Other People's Business

Other people's mail can often be interesting and informative—or an awful bore. We get enough letters from issue to issue to fill many pages in the book. But the hundreds of routine requests for tear sheets, etc. never see print. We confine our selection of Letters to the Editor to those containing something of special significance. We've moved our letters section up to page 42 and it will be in approximately the same position in every issue from now on. Be sure to check it regularly to compare your ideas and opinions with those of our more articulate reader. And by all means sound off to us when you've got something on your mind. We love praise but we're not afraid of criticism.

TAKE TOUGH TREATMENT!



Continental Steel Containers

- Positive protection
- Superior lithography
- Fast delivery
- Top quality
- Full line
- Full line of pouring spouts
- Famous Continental service

Call Continental when you need steel containers. Get top quality plus outstanding Continental service. Engineering and research assistance available to help you solve any packaging problem.



PERMA-LINED TO PROTECT HARD-TO-HOLD PRODUCTS
Airless hot sprayed enamel lining assures complete interior coverage, guarantees 100% protection.

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on Inquiry Card—Page 32

GAYLORD PIONEERS

PACKAGING IDEAS FOR YOU

More efficient, more economical packaging in corrugated may be waiting for you — just off the beaten path. You have a better chance of finding it when you travel with Gaylord, trail blazer of the packaging industry.

When you need regular corrugated containers . . . or corrugated to replace heavier, more costly materials . . . or unusual corrugated packaging for unusual needs, it costs you no more to work with your G-Man.* He always has his eagle eye on new frontiers.

**Your Gaylord Man—of course*



GAYLORD

CONTAINER CORPORATION



HEADQUARTERS, ST. LOUIS
PLANTS COAST TO COAST

DIVISION OF **Crown Zellerbach Corporation**



PROCEED WITH CAUTION

IN THESE DAYS of intensive cost reduction, a good many purchasing agents who have not practised value analysis in the past are turning to that buying technique with undisciplined enthusiasm. The impulse is a commendable one and is practically sure to produce some good results. But a word of caution should be injected, based on the experience of some of the older hands at this business who have had to learn the scope and limitations of analytical purchasing the hard way.

Value analysis is a science in itself, but it is necessarily predicated on other sciences. The touchstone is functional utility, balanced against cost, and utility depends on a lot of things beyond dimension and basic material. The neophyte in analytical purchasing is likely to run into serious trouble unless his ambition and enthusiasm are fortified with at least a rudimentary understanding of chemistry and metallurgy along with his knowledge of fabricating methods and costs.

For example, metals can be formed by a wide variety of methods—machining, gorging, casting, stamping, drawing, extrusion, flame cutting, cold heading, screw machine operations, and the like, with numerous variations within each general process. So, when the test question is reached, "Can this part be made by a less expensive method?", it seems like a very fruitful place to look for savings.

What is sometimes overlooked in this approach is the fact that each method does more than produce a desired shape and dimension. The fabricating process affects the structure of the metals and imparts or impairs specific characteristics of strength, ductility, surface hardness, etc., that ultimately determine its suitability for the intended purpose. In other words, the process itself is one of the important factors that contribute utility and value.

There are good reasons why certain parts are and should be machined or formed, even though they could be formed by some less expensive method. To disregard or underestimate the part that processing plays can easily downgrade product quality and value. More seriously, it can incur safety hazards and risk failure in use, destroying value altogether.

The answer is simple. It can be summed up in two precepts:

Never lose sight of the fact that functional suitability is the first and indispensable consideration in value.

Enlist the cooperation and knowledge of your technical men. Value analysis is most effective as a team effort.

Stuart F. Henrity

ANOTHER RYERSON PLUS: Steel Specialists



**"Maybe there's a steel to do it better . . .
ask Ryerson!"**

If there is a better steel for your operation, Ryerson can tell you. A Ryerson specialist will assist you in solving the problems of steel application and fabrication, too.

Ryerson strategically located plants carry large stocks to meet virtually every steel need. That's why the Ryerson specialist will suggest only the best steel for the job.

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And as the Ryerson specialist works with you on problems of steel selection, he will also develop a plan

for efficient delivery. This means a smoothly flowing production line while inventory investment is kept at a minimum.

There's a steel specialist at your nearby Ryerson plant ready to work with you. So—when you have a question of the best and most economical steel to use, ask Ryerson.



RYERSON STEEL®

Member of the **INLAND** Steel Family

Principal Products: Carbon, alloy and stainless steel—tubing, bars, structurals, plates, sheets—aluminum, industrial plastics, metalworking machinery, etc.

JOSEPH T. RYERSON & SON, INC. PLANTS AT: NEW YORK • BOSTON • WALLINGFORD, CONN. • PHILADELPHIA • CHARLOTTE • CINCINNATI • CLEVELAND • DETROIT • PITTSBURGH • BUFFALO • INDIANAPOLIS • CHICAGO • MILWAUKEE • ST. LOUIS • LOS ANGELES • SAN FRANCISCO • SPOKANE • SEATTLE

For More Information Write No. 195 on Inquiry Card—Page 32

Jack Launer, director of purchases at Channel Master Corporation, who runs an \$8 million buying operation with two assistant P.A.'s, finds many hours of overtime a necessity.

"WE DON'T buy like a government agency. If we don't know a potential supplier, we know someone who does. We find out as much as we can about the type of men at a new vendor plant from people who've done business with them before we place any orders."

With these words, genial Jack Launer, director of purchases for Channel Master Corporation, Ellenville, N.Y., describes his purchasing philosophy. In his buying for this major manufacturer of preassembled outdoor and indoor television antennas, Mr. Launer converts his philosophy into actual practice.

Mr. Launer has headed Channel Master's purchasing operation since the company was founded over ten years ago. Last year he was responsible for around \$8 million worth of purchases. In spite of the magnitude of his job, he has never lost sight of the human element. For to him, it's the personal touch in purchasing that counts.

"Whenever a new salesman is in my office," he says, "his personality is more important than his product. I'll learn about his product all right—sometimes in spite of the salesman. But I'm interested in discovering one thing: does he have personal honesty? If he's sincere and doesn't try to hand me a snow job—and has something good to offer—then there's a good chance for the beginning of a lasting business relationship.

"You might say we deal with personalities and we'd rather buy a man's personality than his product."



The Personal Touch In Purchasing

By Leonard Sloane

In many medium and large companies, purchasing sometimes becomes highly impersonal. Here's how one company with a 50-man purchasing department manages to keep its vendor relations on a personal basis.

Dealing with personalities means getting to know not only a vendor's salesman, but many others at his plant as well. Thus Mr. Launer makes it a point to visit his volume suppliers twice a year to renew business friendships and discuss mutual problems.

Because he believes in the personal touch, he treats the buyer-seller relationship as a strict 50-50 proposition. That is, he believes in helping the supplier along with having the supplier help him.

For example, Mr. Launer and his assistants sometimes check with suppliers to find out who their suppliers are. "Often, through our contacts, we can aid our suppliers by showing them where they can get their material more cheaply," he remarks. "If this can be done, then some of the savings get passed right along to us."

Or he'll assist a supplier design a part for sale to Channel Master. "Why shouldn't our engineer-



Checking the quality of all raw materials used in the company's extrusion mill with operating personnel takes a good part of Mr. Launer's time.

ing department work closely with the supplier's, if the end result will be a better component for our product?" he asks.

Loyal to Suppliers

And, of course, he believes in loyalty to vendors who've served his company for many years. "We always try to give an old vendor a chance to match a new bid on an order," he says. "And we won't take an order away from him just to get it a penny cheaper somewhere else. We know that he's assisted us many times before, and we may have to depend on this same supplier to assist us in a pinch again sometime."

With the purchasing department in such close contact with its suppliers, it's no surprise that backdoor selling has never been a problem. "We know all the salesmen well and they know us," says Mr. Launer. "They realize that they'll never get any more business from us if they go directly to engineering or to someone in the plant. Our own employees know that too. We'll bring a vendor and an engineer together if we feel it's necessary, but it's up to us to decide."

Channel Master's purchasing department employs fifty men and women. Included among Mr. Launer's responsibilities are inventory control, material control, receiving and warehousing. Two assistant purchasing agents, Jerry Bluestein and Jerry Elkin, work under his supervision, and together they issue about 12,000 purchase orders a year.

Each of the three purchasing agents does his own expediting at Channel Master, since Mr. Launer feels "that's the best way to do it. Before, when we had separate expeditors, it got all jammed up."

In addition to its primary job of manufacturing 250 different models of television antennas and accessories, the company makes other products for industry. For instance, when Channel Master felt that it should not have to depend on outside suppliers for its most important raw material, it built an aluminum extrusion mill. Completed in 1953, this mill now turns out enough aluminum for the company's own needs, in addition to being responsible for

DAILY REPORT OF SALESMAN INTERVIEWS

		DAY OF WEEK	DATE
FIRM NAME	SALESMAN	PRODUCT	REMARKS
1			
2			
3			
4			
5			

#458

Both assistant P.A.'s submit daily reports of interviews with salesmen, so that Mr. Launer has a permanent record of who's calling and the results of the interview.

\$4 million of the company's \$15 million sales volume last year. About 90 per cent of its aluminum tubing sales were to summer furniture manufacturers.

As a result of this diversification, Mr. Launer's principal purchases are aluminum pig and aluminum sheet. At present, most of his aluminum purchases are made overseas. The reason, according to Mr. Launer, is this:

"The American producers have us in a squeeze. They keep their primary prices up—which we have to pay—and reduce the prices of their finished products—which we also sell. So we have to buy abroad in order to make any profit."

Other major purchases include steel wire, corrugated boxes, raw and finished copper, segregated aluminum scrap and plastics. However, raw aluminum is responsible for 50 per cent of the dollar volume purchased.

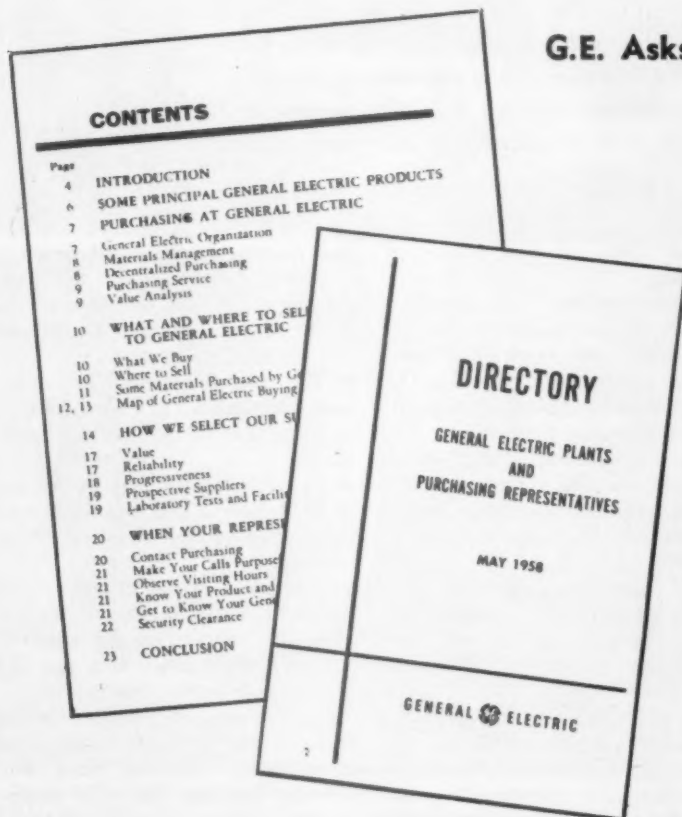
Mr. Launer has found the per-



Assistant purchasing agents Jerry Bluestein (l.) and Jerry Elkin work with Mr. Launer daily on new procedures, techniques and problems.

sonal touch results in a smoothly-operating purchasing department that makes a vital contribution to his company's profits. Everyone

enters his office is reminded of this, as a sign on the wall proudly proclaims, "Purchasing Is A Profit-Making Job."



G.E. Asks 45,000 Suppliers for Help in Value Buying

General Electric Company has published an unusually thorough booklet explaining its purchasing policies and methods. It is designed to help 45,000 present suppliers—and many thousands of potential suppliers—understand the where, why and how of G.E.'s purchasing operation. The 24-page booklet, "Selling to General Electric", has a smaller second section listing all G. E. plants and purchasing representatives.

"Selling to General Electric" was prepared by G.E.'s Purchasing Service in collaboration with various product department purchasing agents, suppliers and public relations and marketing experts of the company. The Table of Contents at left lists the subjects covered at some length.

Copies of the booklet and the directory may be obtained from Purchasing Service, General Electric Company, 570 Lexington Avenue, New York 22, N.Y.



C. B. Bidwell, who buys office supplies and equipment and printing talks over a purchase with George Tarrance of Ivan-Allen Company.



Visits to suppliers help maintain quality. At Savannah Sugar Refining: Claude Gortatowsk, ingredients control manager (left) and Mr. Thompson see Assistant Chief Chemist Rufus Herring and General Superintendent Frank Exley (right).

Specialists in Profit Making

All too often management loses sight of the gains to be made through full utilization of the purchasing department. Here is a prime example of a highly successful company that does take advantage of this profit potential.

ALL AMERICA knows the story of Coca-Cola's modest beginning and its rise to become one of the greatest of the industrial giants in the world today.

Perhaps what isn't so generally known is the part played by purchasing—the part of adding profit to profit. Under Homer B. Thompson, director of purchasing, the purchasing man must first be a skillful negotiator. But his primary concern is helping the supplier find ways and means of reducing his price and improving the quality of his product without increasing his costs.

This is accomplished through an intimate knowledge of raw materials and manufacturing costs, inventory control and market trends. In line with this policy, the purchasing man must make

regular visits to the plants of suppliers.

A comparatively new function for Atlanta purchasing is the responsibility for availability and keeping abreast of prices of bottler merchandising equipment. The purchasing department exercises stewardship for bottlers of Coca-Cola who spend over \$50 million a year for cartons, coolers, vending machines, paper cups and the like.

Management also holds the purchasing department responsible for purchase of ingredients, containers and equipment for the 11 syrup factories in the United States and Hawaii. In addition, purchasing, in conjunction with the material control section of production, is responsible for scheduling shipments into the branch plants so that they'll ar-

rive at exactly the right time.

The immenseness of the purchasing task can be appreciated when you realize that Coca-Cola and its bottlers are:

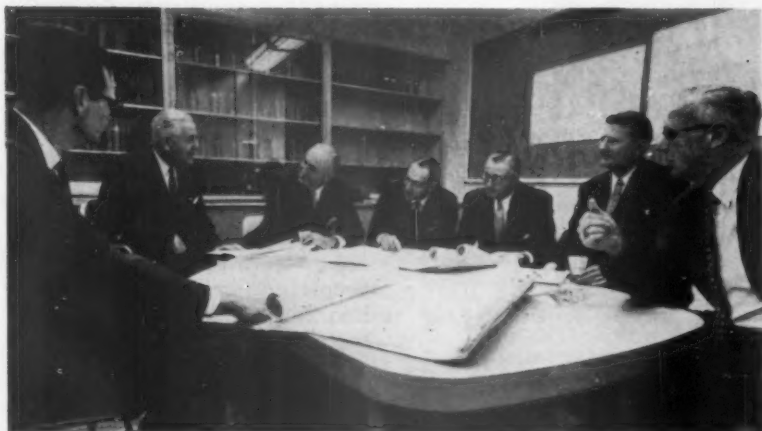
- The world's largest industrial users of sugar. They own neither sugar refineries nor sugar plantations.
- The world's largest purchaser of bottlers and vending machines. They have no investment in either industry.
- Operators of the world's largest fleet of commercial trucks. They are in neither the automotive nor truck-body business.
- Users of water treating equipment, more disposable bottle crowns, more bottle cases and more bottle cartons than any one else but they leave the manufacture and distribution of these products to others.



Shown here studying the sugar market trends are: Joe C. Power, junior buyer and John M. Mount, senior buyer for sugar, together with Don A. Leslie and Homer B. Thompson.



Key men visit suppliers. At Owens-Illinois Glass Co. Frank Jones, Jr., so. reg. sales mgr. (left) and Harold Ottesen, branch manager (right), discuss syrup jugs with Buyer C. G. Warmath and Mr. Leslie.



Purchasing collaborates with other departments. Homer B. Thompson (second from left), and J. L. Douglas, senior buyer attend plant equipment conference. Left to right are Engineering's G. T. Gunnell, Vice President John C. Staton, Mr. Douglas, Production Manager Ralph J. Barry, Traffic Manager J. E. Bilbo, and Dr. C. R. Bender, processing control manager.



J. L. Douglas and C. G. Warmath (left) examine cartons with executives of Mead-Atlanta Paper Co.



Buying of non-sugar ingredients is result of team work. In Mr. Thompson's office are: Dan M. Dozier, buyer; J. L. River, U. S. Industrial Chemicals Co.; Mr. Thompson, and Don A. Leslie, assistant director of purchasing.



Purchasing Agent W. V. Urch, right, gives his former teacher of purchasing at Western Michigan University, Emil J. Sokolowski, the "cook's" tour of the Heatube plant.

1 Form Does 2 Jobs in 1 Man Department

When you're both purchasing agent and personnel manager and handle traffic as a sideline, you've got to have good controls to do a first-class buying job.

WESLEY V. URCH'S middle initial doesn't stand for "Versatility," but a visitor to the Edison Heatube Division of McGraw-Edison in Allegan, Michigan, might think it did. Versatility is a mandatory quality for one with Urch's job. Besides being the one man in a one-man purchasing department, he acts as plant personnel manager.

Although Urch handles the purchases for a small plant (75 people), there's plenty to keep him busy. "Since we're a job shop," Urch explains, "the number of purchase orders we issue is way out of line with our dollar volume." Urch issues about 50 orders a week and sees an average of six salesmen per day. Nevertheless, he still manages to spend as much as 30% of his time on personnel work. And he also handles traffic on all incoming shipments.

Good Planning Helps

Main reason Urch is able to get out so much work is well-planned procedures. Heatube purchasing is a "four-form" department. Urch keeps thorough records of each purchase with four basic records: the purchase order, purchase register, traveling requisition, and specification card.

The purchase order is a conventional 8½ x 11 snap-out form. The traveling requisition acts both as requisition and inventory record. There's room on the

The specification card is another valuable timesaver for busy Purchasing Agent Urch. There isn't enough room for a complete purchasing record on the traveling requisition. It acts as a price and source record. In addition, there's plenty of room to indicate traffic routing. (Urch has traffic responsibilities for all incoming shipments.)

Another Sideline

The spec card is filed by part number; it can readily be pulled from file and matched with a traveling requisition coming into purchasing from production. As a sideline job (you've got to be versatile in the small department!), purchasing assigns specification numbers. The system is simple but effective. It's best explained by an example. Spec. RS-105 P1 stands for "Rod-Steel-.105" in diameter—Plated (with nickel).

As if operating a one-man department didn't keep him busy enough, Urch manages to find time to take night courses at Western Michigan University. He's already taken purchasing and personnel courses and is now studying business law.

[illegible]

A combination inventory control record and traveling requisition keeps paperwork down at Heatube in Allegan, Michigan.

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This combination purchase register and expediting record is one reason why Heatube's one-man purchasing department operates so efficiently.

PART NO. ICe-A512

DESCRIPTION: Insulation Ceramic

SPECIFICATIONS: Dwg. A-512

SHIP VIA ☒ Motor Freight *Transport Water Express 1/2 Ballboard*
☐ Parcel Post *Motor Express*

SHIP TO ☐ Plant No. 1
☒ Plant No. 2 *23.6 Ac. / 1st*

PRICE *7/5 55m*

REQ'D FOR: Tyler & Piggly Wiggly

USE SPECIFICATION: "B"

Lead Time	Min.	Last Year
Aver. Month	Reorder	
Max. Month		

This "specification card" provides a complete buy record when matched with incoming traveling requisitions from production.

F.O.B. Means A Lot More

The f.o.b. point specified in a sales contract often determines more of the legal rights and duties than any other term of the contract. Most purchasing agents don't give the term f.o.b. the full attention it deserves.

By Paul H. Johnson

THE F.O.B. point specified in a sales contract is not always accorded the full attention it deserves. Most people in business know that it is an abbreviation of the words "free on board" and, knowing this, feel that no other information is necessary. Actually the f.o.b. point usually determines more of the legal rights and duties than any other term of the contract.

The use of the term "f.o.b." in business is now so extensive that courts take judicial notice that it means "free on board." Unfortunately the expression "free on board" does not have a fixed meaning. One court said that, "F.O.B. signifies an intention to pass title." Another court said that, "The initials f.o.b. are generally construed to mean that the price is to be paid when the property is delivered to the carrier." Still

another court said, "The letters f.o.b. standing alone in a contract of sale simply mean that the subject of the sale is to be loaded for shipment without expense to the buyer." This disagreement in definition is reflected in the statement by one court that, "F.O.B. as used in contracts of sale is construed to mean that which the parties intended it should mean in light of the factual context in which it is employed."

A good understanding of the full implications of the term "f.o.b." is imperative to intelligent buying or selling. The ultimate cost of an item cannot be computed without reference to it. And securing a concession on the f.o.b. point is often more to a buyer's advantage than securing a concession in price.

Eight important questions concerning a contract of sale are usually answered by the f.o.b. term:

1. Who pays the freight?
2. Where is delivery to be made?
3. Where and when is title and control of the merchandise to be transferred?
4. Where is the point of shipment?
5. How is the price to be determined and when is payment due?
6. Who is to pay for packaging

and expense of placing aboard the carrier?

7. Who is to select and procure the carrier?
8. Who is to stand the risk of shipment?

All of these questions may not be answered by the f.o.b. point specified. However, all of them must be considered in the formulation of a contract. A short discussion of each of the above f.o.b. point "questions" will illustrate the faceted aspect of this common business term.

Who pays the freight? In a sales contract, the phrase "these prices are f.o.b. California" was construed to mean that the purchaser is to pay the freight from California to place of destination. In another case a court said, "Provision that cotton was bought under terms of 'f.o.b. railway cars' does not determine the place of final performance. It only means that the purchaser would pay the freight expense." As a general rule, and unless otherwise provided, "f.o.b. shipping point" means the buyer must pay the freight and "f.o.b. destination" means the freight is borne by the seller. A contract requiring the seller "to ship by" a certain vessel or freight line ordinarily means "to put on board" and does not include the cost of subsequent carriage.

Mr. Johnson is a practicing attorney with an engineering background. He is also a buyer in the purchasing department of one of the nation's largest companies. He will discuss other legal aspects of purchasing in forthcoming issues.

Than "Free on Board"

With freight rates increasing regularly, transportation expense is becoming a bigger factor in each purchase. Often a different f.o.b. point can offset a seemingly large divergence in price. For this reason it is certain that in the future the f.o.b. point is going to become a bigger factor in purchases.

Where is delivery to be made? Delivery is usually made when the goods are transferred to the control of the buyer. In a contract calling for delivery "f.o.b. shipping point," the delivery is completed when the goods are placed aboard a carrier at the shipping point. A contract specifying "f.o.b. buyer's cars" without indicating any other place of delivery, was interpreted to mean on board buyer's cars at the plant of the seller.

Where cases involving breach of sales contracts will be tried is often determined by the f.o.b. point in the contract. Jurisdiction over a contract is usually determined by where the contract is performed. And performance in a sales contract means delivery. A coal company contracted to sell coal f.o.b. at the place where the mine was situated. That place, and not the buyer's place of business, or the place where the coal was to be delivered, was the place of performance. It determined the jurisdiction in a dispute that arose. Usually more favorable treatment and always less expense is incurred in the local courts. This is often overlooked in negotiating a sale.

Where and when is title and control of the merchandise transferred? A buyer agreed to purchase lumber from the seller "f.o.b. cars the mill." During the

process of loading the lumber, a dispute arose and the seller refused to complete loading the cars. The court held that the lumber on the partially filled cars belonged to the buyer since title passed to the buyer the instant the lumber was placed on the cars. In another case a contract provided that seller had "this day sold" seed to a buyer to be delivered f.o.b. the seller's place of business. The court held that title did not pass to the buyer until the seed was delivered to the carrier.

No distinction is made between the designation "f.o.b. cars at shipping point" and "f.o.b. shipping point." Title does not pass in either case until the goods are actually delivered on board the carrier.

The time of passing title cannot always be determined from the f.o.b. point alone. Piling was sold "f.o.b. cars at final destination" with further provisions in the contract to stop shipment at an intermediate point for treating by a creosoting company at the buyer's expense. The court said that the term f.o.b. means that the price of the piling included freight charges to the destination.

Where is the point of shipment? If a contract specifies the goods are sold "f.o.b." but makes no

other reference to where the f.o.b. point is, it is construed that the goods are to be placed on board cars at the station nearest the seller's place of business. Unless the f.o.b. point is the destination, it is assumed to be the point of shipment. Goods to be shipped to Tulsa, "f.o.b. Kansas City, shipping point New York City," is equivalent to "f.o.b. New York City, freight equalized with Kansas City" as far as transportation expense is concerned. It is good practice in a sales contract or a quotation to show the shipping point separate and distinct from the f.o.b. point so that no misunderstanding can arise as to where the material is to be shipped from.

How is the price to be determined and when is payment due? A contract for sugar stipulated the price of the sugar to be "24½ cents per pound, net cash, f.o.b. Chicago." A court said that this term fixed the price only and not the place of delivery. In another case the court said, "F.O.B., if used in connection with price only, will not fix the place of delivery. In such a case, contract will be construed as not requiring seller actually to deliver goods at indicated point. The expression 'f.o.b.' given point qualifies only price. It means that wheresoever goods may be shipped, seller will either pay freight to indicate point, or, if goods are not shipped there, he will deduct or permit buyer to deduct from fixed price amount of freight to the point indicated."

A seller agreed to furnish coal "at \$2.40 per ton, f.o.b. Philadelphia; the seller to freight, insure, unload and haul to buyer's works in Providence for \$1.35 per ton, buyer's total payment contract required delivery of coal to buyer's yard in Providence. The words "f.o.b. Philadelphia" were

Securing a concession on the f.o.b. point is often more to a buyer's advantage than securing a concession in price.

An f.o.b. point doesn't have to be established for every sales contract. Unawareness of this fact has led to costly lawsuits.

used merely to fix the price up to that point. It is important to distinguish in a quotation or a proposal whether the f.o.b. point is part of the price of the material or is a separate term.

The price becomes payable upon delivery to the buyer if the time of payment is not otherwise specified. "F.O.B. shipping point" means the price of the goods becomes payable upon delivery to the carrier. Specified "f.o.b. destination," the price is not payable until the merchandise is received by the buyer. For this reason, if the time of payment in a large purchase is critical, close consideration should be given to the f.o.b. point specified.

Who is to pay for packaging and expenses of placing aboard the carrier? The letters "f.o.b." import that the purchaser shall be free from all expenses which may have attended the shipment and transportation to the point named. Thus an agreement to furnish coal "f.o.b. mines" denotes agreement to deliver coal on board the cars at the mines without expense to the buyer for packing, portage, carting and the like. "F.O.B. mill" signifies a delivery to buyer by placing the goods on board some carrier at the mill. "F.O.B. dock at destination" means on board cars at railway platform at place of destination and not unloaded onto the platform.

Who is to select and procure the carrier? Ordinarily the party in a contract who is obliged to pay the freight and stand the loss in shipment has the right to select the carrier. In a contract to purchase goods "f.o.b. shipping point" without designation by the buyer of the method of shipment, or if the transportation is indicated to be by "best way" or "cheapest way," the seller is obligated to select and procure the carrier. A

delivery to a carrier selected by the seller, if proper care is used in selecting, is a delivery to the buyer. This is based on the supposition that the seller acts as an agent for the buyer to select the carrier. However, when there is no agreement as to the mode of delivery, and no direction that the goods are to be shipped by a carrier, the seller has no general right to deliver goods to a carrier selected by himself. Such a delivery will not ordinarily be deemed a delivery to the buyer.

If a contract is made specifying delivery "f.o.b. shipping point" the courts have been divided as to whether it is the buyer's or the seller's duty to procure the cars. Some courts have held that if the seller requests the railroad to furnish cars any delay is upon the buyer since the railroad is then acting as an agent of the buyer to deliver the goods. If the question of who is to furnish the carrier is not otherwise indicated in the contract the history of past dealings is the next key to the answer of this question. If the seller had consistently procured the carrier for past shipments, it can be lawfully assumed by the buyer that under similar circumstances the seller will again procure the carrier.

In any important contract of sale where delivery time is critical, the party responsible for procuring the carrier, especially if it is to be rail cars, should clearly be specified.

Who is to stand the risk of shipment? The delivery of the goods to the carrier is considered a delivery to the buyer. This is a sufficient delivery to enable the seller to maintain an action for the price irrespective of the actual receipt or acceptance of the goods by the buyer. Since by such delivery the title passes to the buyer, the risk of loss or injury

to the goods while in transit is on the buyer.

The risk of shipment is not only loss or damage but also includes the risk of delay. Where a sale is "f.o.m. the buyer's place of residence," failure of the goods to reach the point of destination within the time required, because of delay in transportation, entitles the buyer to rescind even though the seller made shipment within the time required.

Included in the risk of shipment is the duty to file claims with the carrier for any loss or damage during shipment. If a purchase is made "f.o.b. shipping point" the buyer is normally required to file claim with the carrier for any damage during shipment. Conversely, if the material is bought "f.o.b. destination," the title and control of the goods are in the seller until delivered to the buyer. And the burden of filing claims for transportation loss is upon the seller. Filing claims involves a large amount of clerical work, is therefore expensive, and is an important reason for purchasing "f.o.b. destination" when possible to do so.

In addition to these questions answered by the f.o.b. point, sometimes such factors as right to stop in transit and right to inspect, as well as other more minor points, are determined by the f.o.b. term.

It is generally assumed that each item in commerce has an f.o.b. point and that it must be established in each purchase order or sales contract. This common misconception may lead to costly lawsuits. If a used metal building is sold with an f.o.b. point stipulated, and the f.o.b. point is not directly associated with the price, it means that the building is to be loaded on a carrier by the seller. Actually, the seller probably intended the buyer to assume the costly duty of dismantling and loading the building for transit.

A term in the sale of scrap "f.o.b. as is and where is" is incongruous. Many times in the formation of a sales contract a more accurate delineation of the actual intentions of the parties can be obtained if the term "f.o.b." is not to be used at all.



SLOW LEAK IN YOUR BUDGET?

Halt it with new "Rippletex" C-fold towels

Money dribbling away because your paper towels aren't earning their keep? With the new "Rippletex" C-fold towel now available in the famous Nibroc® line, you can switch to Nibroc and save money. Nibroc's perfect balance of absorbency, strength, softness, reduces waste—cuts cost-per-user—brings sharp savings in annual towel costs. Nibroc "Rippletex" C-fold towels in brilliant "White Magic" white are embossed for increased softness, greater bulk—better absorbency. They fit any C-fold cabinet. Mail the coupon today for samples and name of nearest distributor.

BROWN  COMPANY

General Sales Offices: 150 Causeway St., Boston 14, Mass.

Mills: Berlin and Gorham, New Hampshire



Brown Company
150 Causeway St., Boston 14, Mass.

Please send me samples and complete information
on Nibroc "Rippletex" C-fold towels.

NAME

COMPANY

CITY STATE

NIBROC TOWELS • NIBROC TISSUE • NIBROC CABINETS • NIBROC WIPERS

For More Information Write No. 197 on Inquiry Card—Page 32

JULY 21, 1958

67

No. 1 choice of industry...



the V-belt with concave sides

It is easy to see why concave sides insure far longer belt life...and make Gates the industry's first choice in V-belts.

Just make this simple test: Bend a Gates V-Belt with concave sides (Fig. 1) as if it were going around a sheave. Feel how the sides fill out...become perfectly straight (Fig. 1-A).

Note how this belt makes full contact with the sides of a sheave...grips the sheave evenly, distributing wear uniformly across the sides of the belt. Uniform wear lengthens belt life — keeps costs down.

With a straight-sided belt the sides bulge out on the bend and wear is concentrated on the bulge. Uneven wear shortens belt life — increases belt costs.

Because Gates V-Belts with concave sides are so universally preferred, they are also the most widely available. There are Gates distributor stocks in industrial centers throughout the world.



The Gates Rubber Company, Denver, Colorado



World's Largest Maker of V-Belts

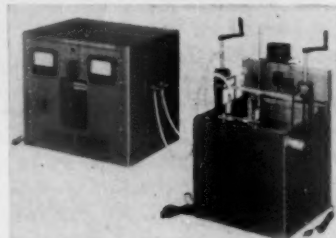
TPA 313

Gates VULCO ROPE Drives

For More Information Write No. 198 on Inquiry Card—Page 32

Products

Chrome Plater Prolongs Cutting Tool Life



A completely packaged chrome plating unit deposits from .0001" to .010" of chrome on taps, dies, drills and other machine tools as well as on gears, shafts and various metal parts. It applies an extremely hard plate with low heat and friction properties. It thereby multiplies wear life of units so treated up to ten times. Package as offered consists of a 75 amp rectifier, lead plating tank, controlled electric heating unit, work platform, exhaust intake hood, blower, two gallons of plating solution concentrate, a thermometer and a hydrometer. It is a product of The Dawson Corp., 302 Fifth Ave., Pelham, N.Y.

Write No. 18 on Inquiry Card—Page 32

Size-Identified Rings Prevent Errors



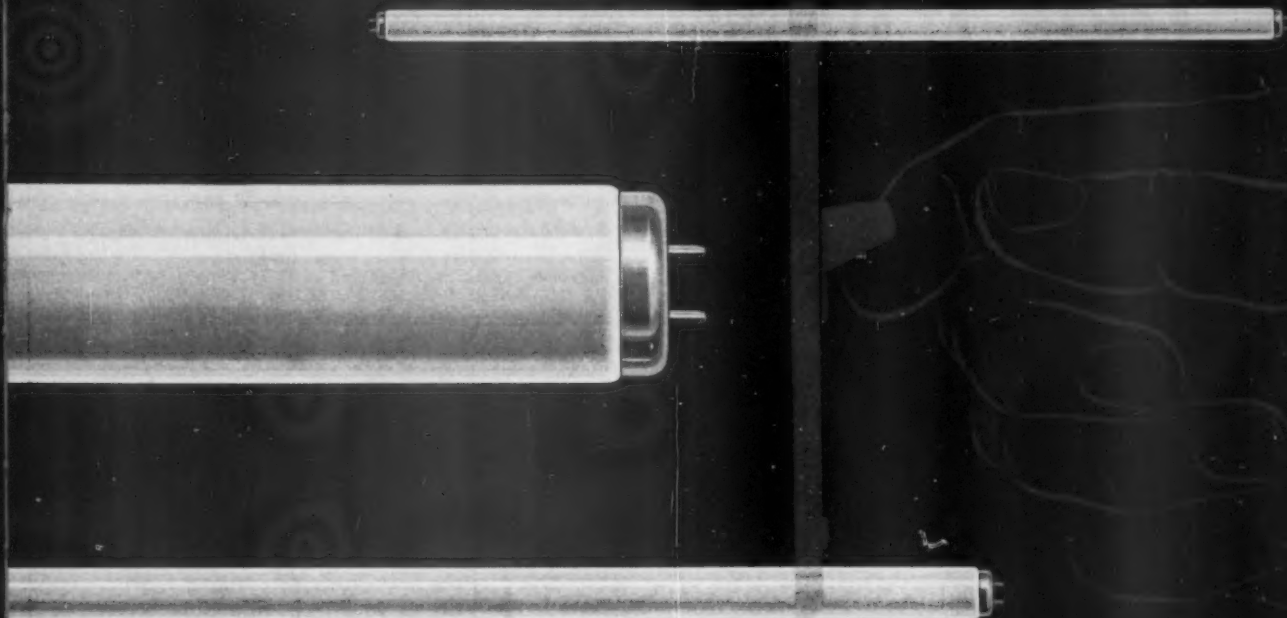
Retaining rings are now on the market with the size of each fully identified in a foolproof manner. In this way, costly and time-consuming mistakes are avoided on the production line. Another advantage of these clips is that they have a special tapered design. This results in lower stress at the mid-section. If needed for automatic assembly operations, the retaining rings are available stacked on rods. They may be procured from The Rotor Clip Co., 114 Allen Blvd., Farmingdale, N.Y.

Write No. 19 on Inquiry Card—Page 32

For More Information Write No. 201 on Inquiry Card—Page 32→

PURCHASING

Sylvania fluorescent lamps
are as much as 14% brighter



Sylvania fluorescent lamps consistently perform above published ratings from the start... deliver more light than other brands.

Another reason why

Sylvania Fluorescents give you more light at lower cost than all other brands

Advanced engineering makes Sylvania fluorescent lamps superior in many ways—makes light a better tool of production to increase profits

Tests in the laboratory and in working installations show that Sylvania fluorescent lamps consistently deliver more light.

During the past two years, alone, a comparison of Sylvania fluorescent

lamp performance with the performance of other brands shows Sylvania lamps deliver as much as 14% more light.

This light output superiority means Sylvania gives you the maximum new-lamp performance you expect . . . gives you all the light you pay for . . . from the start.

Sylvania fluorescent lamps continue to give you this dividend of light throughout every burning hour . . . and deliver more light than other

brands throughout their useful life.

This is another example of how Sylvania builds extra value into fluorescent lamps to help cut your lighting and operating costs.

Let your local Sylvania Representative show you how Sylvania's superiority can save you time and money. Call him today, or write:

SYLVANIA LIGHTING PRODUCTS
Division of SYLVANIA ELECTRIC PRODUCTS INC.
60 Boston St., Dept. 8L-4507, Salem, Mass.
In Canada: Sylvania Electric (Canada) Ltd.
Shell Tower Building, Montreal

SYLVANIA Lighting Products

make light a better tool for profits

LIGHTING • TELEVISION • RADIO • ELECTRONICS • PHOTOGRAPHY • ATOMIC ENERGY • CHEMISTRY • METALLURGY

Smart way to buy stampings...

LOOK AT ALL THREE*

1

Our ability to use the *best of three* stamping techniques, each our own exclusive development, assures lowest possible cost on any quantity—one to a million or more.

A FEW PIECES

—at
Experimental
or Pilot Stage

NO DIES! Our machine cut method, applying custom-built slitters, cutters, saws, files and stock punches—PLUS special techniques and skills—produce these small quantities at very low cost.

2

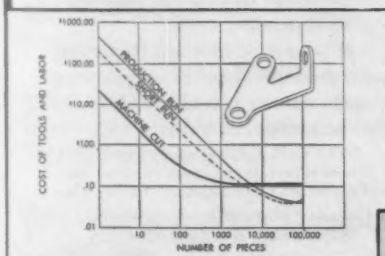
SHORT RUNS

TEMPORARY LOW-COST TOOLING! To produce something more than a few, but less than high production quantities, our simple contour dies—PLUS special purpose presses—keep costs low.

3

PRODUCTION RUNS

MODEST DIE CHARGES on larger quantities! Here is where our regular production toolings apply to advantage . . . to deliver high quantity Stampings, and at lowest possible unit cost.



May we quote on your next stampings job? No cost. No obligation.

*With apologies to a great auto maker and a great ad campaign of yesteryear.

LOOK Free 12-page booklet shows how to save on stampings . . . write for it.

STAMPINGS DIVISION

"One Piece or a Million"

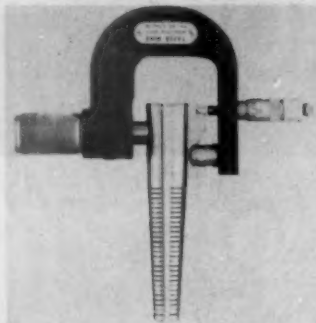
2407 Union Street, Glenbrook, Conn.

For More Information Write No. 203 on Inquiry Card—Page 32



Products

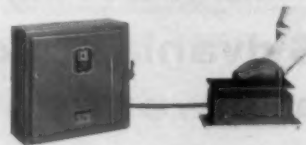
Internal Micrometer Eliminates Guesswork



An internal micrometer transforms equations into mechanical action. It is so simply designed that it can be used by an untrained individual. The tool does away with all the guesswork that was ever present in measuring taper holes. Measurements can be accurately determined to within $\pm .0002''$. The manufacturer: Taper Micrometer Corp., 100 Grove St., Worcester, Mass.

Write No. 20 on Inquiry Card—Page 32

Limit Switch Eliminates Physical Contact



An air-gap limit switch which operates without physical contact is available. It is designed for applications where heavy impact and shock cause mechanical switches to break down. The switch operates on the principle of a resonant circuit. Three parts constitute the unit: a magnetic vane, a reactor and a standard relay which opens or closes the circuit. Action of the magnetic vane passing over the reactor actuates the relay. High sensitivity permits switch to function when vane is within $\frac{7}{8}''$ of reactor. Switch is made by Electric Controller & Mfg. Co., 4500 Lee Rd., Cleveland 28, Ohio.

Write No. 21 on Inquiry Card—Page 32

For More Information Write No. 204 on Inquiry Card—Page 32→

PURCHASING



J. E. Loudon, of Cone Co. and COMAPRO Director, and Charles L. Kent of J&L, observe machining of spark plug shells from J&L $\frac{1}{16}$ " cold finished hexagons used in initial tests.

First COMAPRO tests prove fine machinability of J&L TYPE A LEADED STEEL

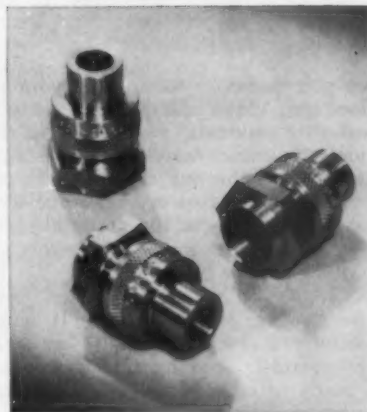
Spark plug shell production time cut 30%

Full utilization of the free-cutting capacity of J&L's Type A leaded steel was a key factor in the production increases reported during the first series of tests in the Cone Automatic Machine Company cooperative machining project known as COMAPRO. The conventional index time on a spark plug shell of about 6.5 seconds per unit was reduced to 4.41 seconds—approximately 30%—and the free machining quality of J&L leaded steel reduced time-consuming delays for tool changes.

The use of Type A leaded steel is spreading rapidly because of its superior machinability and machined finish. In actual production, the use of J&L's Type A leaded steel has increased overall production rates by 22%, reduced tool costs by 50%, and has required less power than making similar parts of conventional steel.

Jones & Laughlin was selected by the Cone Automatic Machine Co., Inc., Windsor, Vt., to be a co-sponsor of the COMAPRO cost-and-procedures analysis and to supply its Type A leaded steel bar stock in $\frac{1}{16}$ -inch cold finished hexagons for the first series of tests. The aim of this project is to develop more efficient methods of machining steel and to uncover wasteful machine shop practices. Data assembled under closely controlled conditions should eventually permit the development of optimum production set-ups for machining standard steel products at the lowest unit cost.

This new metal-working cost analysis project represents an important step forward in applied research. Jones & Laughlin, the modern steel company, is proud to be one of its co-sponsors.



SPARK PLUG SHELLS were selected as typical machined parts for first series of COMAPRO tests. The illustrated superior finish and 30% savings in unit production time are attributable in large part to the use of J&L's Type A leaded steel.



Jones & Laughlin Steel Corporation

PITTSBURGH, PENNSYLVANIA

THE THINGS YOU CAN
MAKE OF WIRE
*are AMAZING
and
ECONOMICAL*



Before you authorize tooling for your next production run, check the possibilities offered by formed wire products. Somewhere in the design of your components there's the possibility of substantial savings through the use of formed wire.

Tooling and die cost savings alone will justify such consideration, yet the material savings will be even greater. It is in these factors that your profit margins can be increased.

You'll save on your next design, production and purchasing problem if you'll remember—the things you can make of wire are amazing... and economical. And Peerless design engineers stand ready to help you. There's no obligation, of course.

Peerless

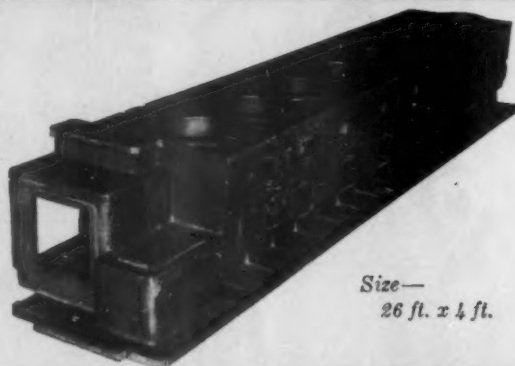
FORMED
WIRE PRODUCTS

PEERLESS WIRE GOODS COMPANY, INC.

2701 FERRY STREET • LAFAYETTE, INDIANA

"Peerless Products Please"
ESTABLISHED 1910

CHAMBERSBURG



Size—
26 ft. x 4 ft.

**PRECISION
CASTINGS**

Write or phone Casting Sales Dept.
CHAMBERSBURG ENGINEERING CO.
561 Derbyshire St., Chambersburg, Pa.
Phone COLony 4-7151

or More Information Write No. 207 on Inquiry Card—Page 32

*First choice of the rocket
and missile industry...*

Three superlative Marsh products
are widely used and approved by
the aircraft and missile industry:

MARSH Pressure Gauges...

because they combine the most advanced features ever found in pressure, vacuum and compound gauges. There is a Marsh Gauge for every conceivable application.

MARSH Needle Throttling Valves...

because they are guaranteed to give micrometer regulation at HIGH pressures—pressure up to 10,000 psi—and any temperature up to 500° F.

MARSH Dial Thermometers...

because they offer the precision and accuracy a precision industry demands. Most complete line; wide temperature ranges, dial sizes, patterns, finishes.

All Marsh products available with AND threads

MARSH

*New catalog
covers all
details*

MARSH INSTRUMENT CO., Sales Affiliate of Jas. P. Marsh Corp. Dept. G, Skokie, Ill.
Marsh Instrument & Valve Co., (Canada) Ltd., 8407 103rd St., Edmonton, Alberta,
Canada. Houston Branch Plant, 1121 Rothwell St., Sect. 15, Houston, Texas

For More Information Write No. 206 on Inquiry Card—Page 32

For More Information Write No. 205
—on Inquiry Card—Page 32

PURCHASING

Products

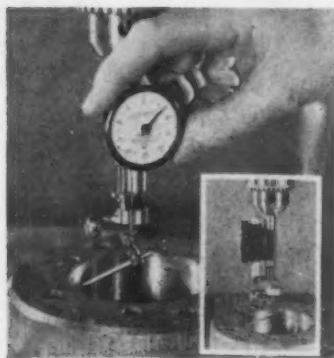
Welding Assembly Handles Wider Wire Types



The metalworking industry now has a new manual unit for inert-gas-shielded arc welding. The assembly provides a new type of wire feeding system to handle the broadest range of wire types and sizes from the finest to the heaviest. In this new model, both "push" and "pull" guns are available to cover the complete range of wire types from 0.020" hard to 1/8" aluminum. The equipment is portable. It is available from Air Reduction Sales Co., 150 E. 42nd St., New York 17, N. Y.

Write No. 22 on Inquiry Card—Page 32

Center-Finder Insures Low Cost Accuracy



Operational time is reduced to minutes by a new center-finding gage. It accurately locates the spindle of a jig boring machine, a milling or similar machine in the exact center of a hole, plug or jig button. This greatly speeds up the re boring of old holes, bor-

(Please turn to page 76)



Users of
GEARS
gain
these benefits

FROM

FAIRFIELD

1. **MASS PRODUCTION ECONOMY**—Large or small, you get the benefits of high production rates and big volume output at Fairfield—where fine gears are produced to meet your specifications **EFFICIENTLY, ECONOMICALLY!**
2. **QUALITY PLUS**—There is no finer recommendation for the quality of the product you sell than to be able to say it is "EQUIPPED WITH FAIRFIELD GEARS!"
3. **DEPENDABLE SOURCE OF SUPPLY**—Supplier of precision-made, automotive type gears for more than thirty-five years to leading builders of construction, agricultural, industrial, marine, and automotive equipment.
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5. **ENGINEERING SERVICE**—Fairfield engineers are qualified to make expert recommendations on your gear production requirements. Send for interesting, illustrated bulletin describing Fairfield's facilities.

FAIRFIELD
MANUFACTURING CO.



2321

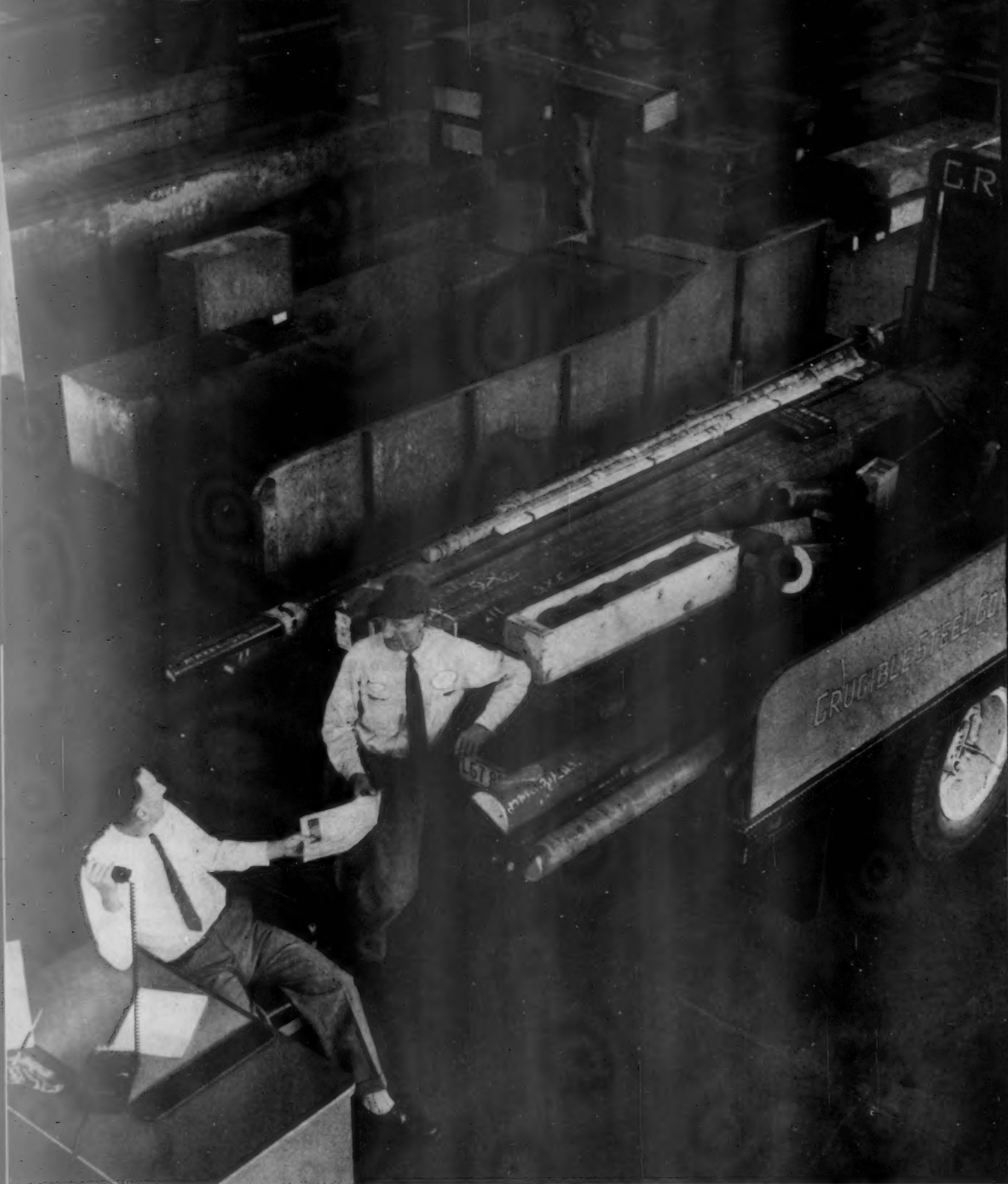
S. Concord Rd.

Lafayette,
Indiana

For More Information Write No. 208 on Inquiry Card—Page 32

For More Information Write No. 209
on Inquiry Card—Page 32→

integrated CRUCIBLE steel service



Orders for specialty steels go out fast — usually overnight or even earlier — from *local* Crucible warehouses.

That's because each warehouse has a wide variety of grades and sizes on hand, *at all times*.

gives you local stocks of 16,000 specialty steel items for immediate delivery

Within minutes, the Crucible inside account salesman can tell you if the grades, sizes and quantities you need are available. He'll check his customer's master file for your delivery requirements, billing details, etc. And then he'll quickly arrange for cutting to meet customer's requirements. So deliveries are swift and sure.

This combination of large local stocks and warehouse efficiency means you can fill even the most varied or unusual requisitions for specialty steels with a single phone call.

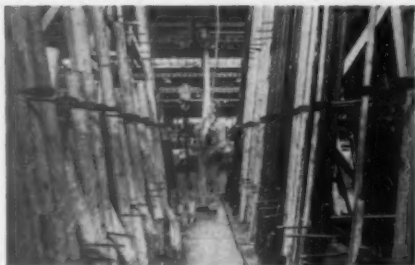
It's a basic reason why purchasing agents who *depend* on local sources call Crucible *first* — like this one:

"We're basically a tool and die 'job' shop. We never know what steel we'll be using from one day to the next. So whatever we need, we need fast. It has been our experience that it saves time to call the Crucible warehouse first."

Why not simplify and speed up your specialty steel purchases by relying on your local Crucible warehouse? The advantages of Crucible's entire integrated operation, from mining the ore to steelmaking and warehouse delivery, are all available through the nearby source. *Crucible Steel Company of America, Dept. PG13, The Oliver Building, Mellon Square, Pittsburgh 22, Pa.*



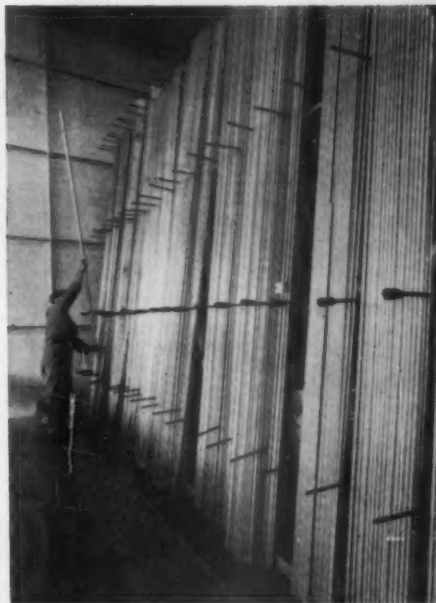
Keep up-to-date on the specialty steels available — when they're available! Ask your local Crucible warehouse to send you its monthly stock list.



Local warehouse can fill both large and small orders from stocks like these of hollow tool steel sections and solid rounds.



Die casting die steels and plastic mold steels stand ready for cutting to order and immediate delivery.



Most Crucible warehouses stock stainless bars — stack them upright in "A" racks to protect the surfaces.

TOOL STEELS — Water, oil, air hardening, shock resisting, hot work, plastic and die casting steels in all forms, including bars, sheets, plates, drill rod, hollows, forgings and flat ground stocks

HIGH SPEED STEELS — Crucible's famous "Rex" steels: Rex Thrift Finish rounds, hot rolled and cold drawn flats and squares, drill rod, forgings, sheets, plates, and tool bits

STAINLESS STEELS — Bars, sheet, strip, wire, cold heading wire, metalizing wire, plates, angles

MACHINERY STEELS — Crucible Max-El rounds, hexagons, plates and brake die steel

ALLOY STEELS — Bars, billets, strip and sheet

COLD ROLLED CARBON SPRING STEELS

DRILL STEELS — Wing or section twisted augur drill steels, hollow and solid drill steels

ALUMINUM EXTRUSION DIE STEELS

HOLLOW TOOL STEEL

WELDING AND HARD FACING ROD

PLASTIC MOLD STEELS

PERMANENT MAGNETS

— and many others

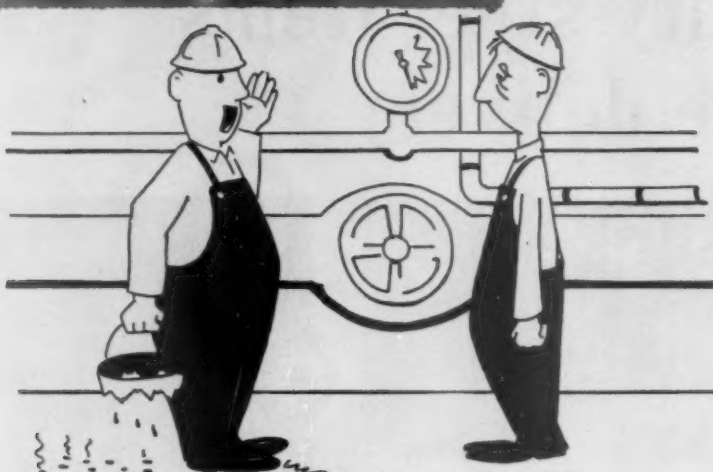


Need stainless sheet? The local warehouse stocks most types, finishes and sizes for prompt delivery to you.

CRUCIBLE STEEL COMPANY OF AMERICA

Branch Offices and Warehouses: Atlanta • Baltimore • Boston • Buffalo • Charlotte • Chicago • Cincinnati • Cleveland • Dallas • Dayton • Denver • Detroit • Grand Rapids • Harrison • Houston • Indianapolis • Los Angeles • Milwaukee • New Haven • New York • Philadelphia • Pittsburgh • Portland, Ore. • Providence • Rockford • San Francisco • Seattle • Springfield, Mass. • St. Louis • St. Paul • Syracuse • Toronto, Ont.

Life in these excited states ...



"I said, I borrowed a pail of acid... O. K.?"

ACE-ITE all-purpose toughie



High-impact, rubber-plastic, most economical for average chemicals. ½ to 6". Screw or solvent welded fittings. Valves ½ to 2". NSF-approved. *Bul. 80A.*

ODD SHAPES?

you make...we line



Rubber or plastic lining is economical life insurance for costly "special" equipment. It's a specialty with ACE. Write for *Bul. CE-53.*

PLASTIC VALVES for matched systems



Choice of Rivclor PVC, Ace-ite rubber-plastic, Ace polyethylene or Ace Saran to match any plastic pipe. Sizes ½ to 2". Also larger plastic-lined valves.

PACHYDERMOUS PAIL



Ace-Hide, tough as a rhinoceros, insensitive to corrosives, makes this finest of acid pails. Also dippers, bottles, funnels, etc.

Time Can't Be Borrowed Either

Equipment running on borrowed time due to corrosion has a knack of dropping the bottom out of production when you can least afford it. No need to risk it... just specify Ace chemical resistant equipment. Best for the money anywhere... backed by 108 years' experience.



ACE

processing equipment of rubber and plastics

AMERICAN HARD RUBBER COMPANY
DIVISION OF AMERACE CORPORATION
Ace Road • Butler, New Jersey

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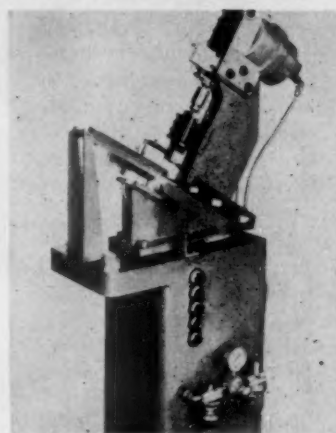
Products

(Continued from page 73)

ing new holes in relation to old ones or locating holes in new work using jig buttons or master plates. The operator's time is saved by not having to read an indicator at four different positions while turning machine spindle by hand. The device is a product of The Precision Gage & Tool Co., 320 E. Third St., Dayton 2, Ohio.

Write No. 23 on Inquiry Card—Page 32

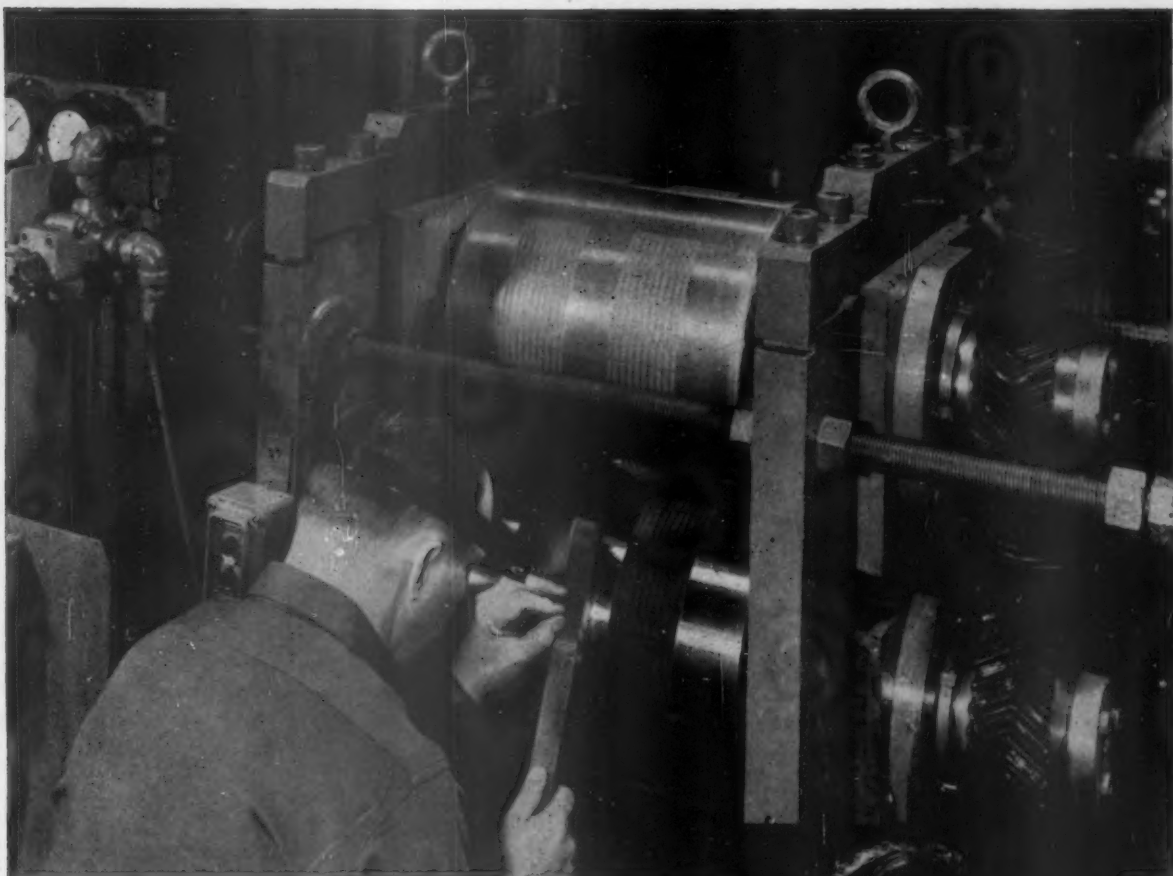
Automatic Press Marks 4800 Pieces Hourly



An air-operated press has been designed for permanently marking small pieces at high speed. The machine simultaneously marks two impressions on opposite sides of the work piece at a rate of 80 pieces per minute. The air-operated press head of 10-ton capacity operates within a 30 lb to 100 lb pressure range. Any depth of mark can be achieved by merely adjusting air pressure to the head. Infeed chutes for various parts are readily interchangeable and can be quickly snapped into position. Press is made by The Noble & Westbrook Mfg. Co., East Hartford, Conn.

Write No. 24 on Inquiry Card—Page 32

**FOR MORE INFORMATION
USE INQUIRY CARD
PAGE 32**



**"Quality perfection is our business
—Standard Steel helps us
maintain it—and more"**

Alclyde Engraving is in a fascinating business. Chances are the dashboard trim, instrument panels, and scuff plates on your car were embossed on Alclyde rolls—this firm manufactures the major part of all rotary register embossing rolls used by the automotive industry.

The packaging, labeling and plastics industries are also heavy users of Standard-forged, Alclyde-engraved rolls. And in all fields in which design changes are a frequent and vital competitive factor, Alclyde must deliver perfection in a hurry.

That's why we at Standard have geared ourselves to give Alclyde the quality perfection and service it requires. In fact, it's the service we can give that all of our customers particularly appreciate. Won't you discuss your quality and service requirements with us? Write Dept. 5-G.



"Yes, Standard Steel Works, in supplying us with matched, flame-hardened forged steel embossing rolls, meets our rigid specifications for steel analysis and accurate machining. Nothing is more vital to an engraver than to have perfection all along the line. But in addition, we appreciate the warm, personal relationship which exists between us. The people at Standard appear to be really interested in our business and problems," says Frank W. Broderick, president Alclyde Engraving Co., Chatham, N. J.

Standard Steel Works Division

BALDWIN · LIMA · HAMILTON

BURNHAM, PENNSYLVANIA

Rings • Shafts • Car wheels • Gear blanks • Flanges • Special shapes

For More Information Write No. 211 on Inquiry Card—Page 32



Measure in Millionths

AMES WITH THE New PORTA-CHECK



Check these exclusive Porta-Check features

1. Completely Transistorized (no vacuum tubes)
2. Low cost, long life batteries provide power
3. Lightweight, portable — use it anywhere in the plant
4. Accurate, Sensitive, Rugged
5. Simultaneous zero setting for both scales
6. Simultaneous magnification setting for both scales
7. Two scales: "Tenth" scale graduated to *ten millionths* "Thousandths" scale graduated to *.0001"*

*Now you can see ten millionths of an inch . . .
Easily estimate five millionths with Ames
Portable Transistorized Comparator.*

An amazingly sensitive comparator, Ames Porta-Check now makes it possible to get accurate measurements — *in millionths of an inch* — anywhere in the plant. Use it on the production line; at quality control check points; in the tool room — wherever you need it!

The new Ames Porta-Check is truly the most accurate portable comparator available today — and the lowest in cost! See your local Ames representative or write directly to the factory for complete details.

Representatives in Principal Cities



B.C. AMES CO.

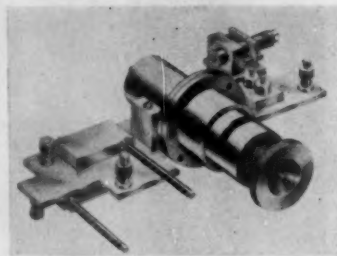
31 Ames St., Waltham 54, Mass.

Canadian Representative — J. B. Morrison Machinery Co., Ltd., 45 Ovide Parkway, Toronto
MANUFACTURERS OF MICROMETER DIAL INDICATORS AND GAUGES

For More Information Write No. 212 on Inquiry Card—Page 32

Products

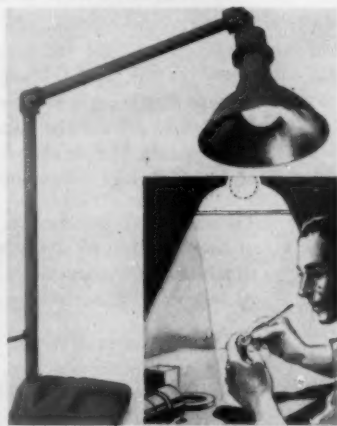
Printed Circuit Strip-Line Assembly



A substantial reduction in size and weight for microwave transmission systems is claimed for a broad band strip-line assembly package, lately introduced on the market. Utilizing a sandwich type of construction, printed circuitry has been adapted to produce microwave "plumbing" that reduces weight by up to 60% and space requirement by up to 65% over folded configurations. It permits micro wave energy transmission over frequency bands within 500 MC to 12,000 MC. Circuit is available from Kearfott Co., Inc., 14844 Oxnard St., Van Nuys, Calif.

Write No. 25 on Inquiry Card—Page 32

Dual-Purpose Bull's Eye Lamp



A lamp is now available for all kinds of close fine work as well as for use with many instruments and machines. Actually, the lamp is two units in one providing: (1) general illumination; (2) a bright bull's eye. The latter may

(Please turn to page 79)

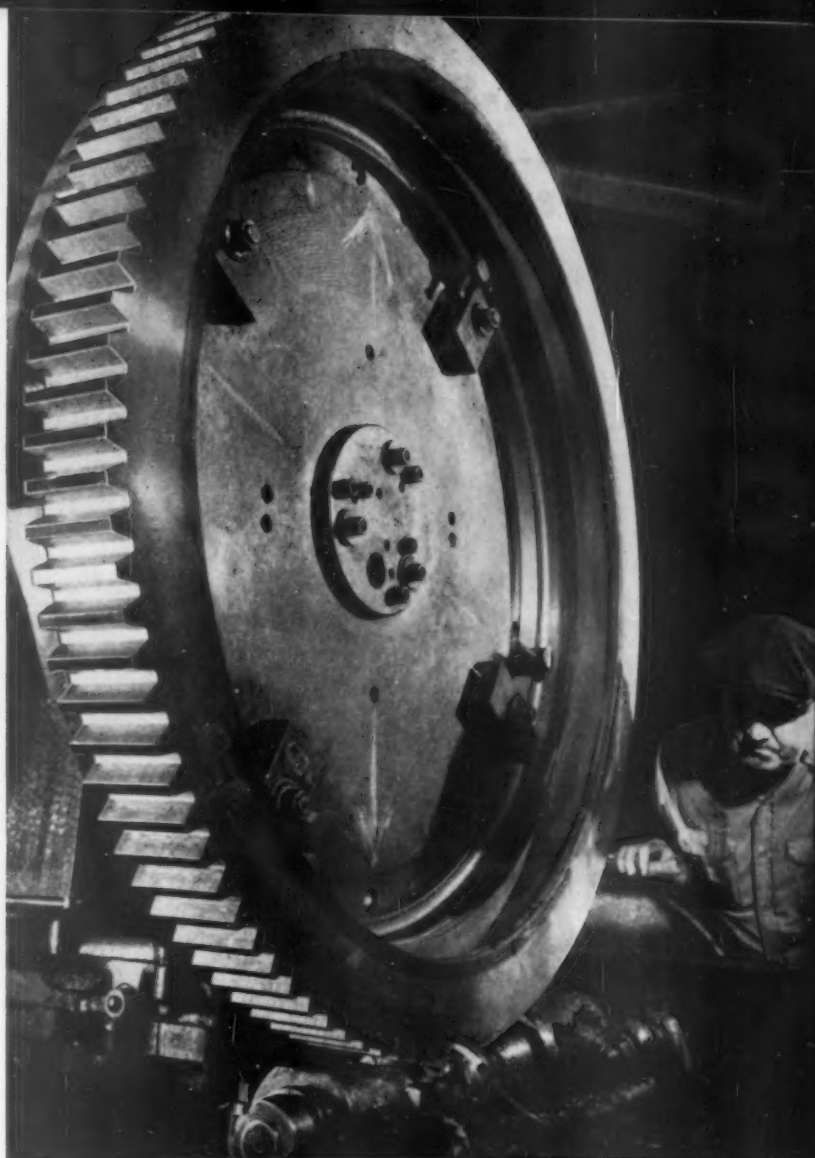
For More Information Write No. 213
on Inquiry Card—Page 32→

PURCHASING



ALCO steel, made in small heats to exact metallurgical specifications, is your assurance of high-quality forgings.

ALCO's regular forgings offer many opportunities for cost reduction in machine set-up and tooling.



HOW ALCO FORGINGS HELP LOWER COSTS

Forgings from ALCO are controlled during every step of production to assure uniformity and conformance to your specifications.

In either regular or Hi-Qua-Led® grades in any AISI specification, or in stainless steel, ALCO circular and open-die forgings offer you unique advantages. They can lower your costs in machine set-up and tooling, because you are able to standardize procedures and set machining speeds for the best overall economy. Yet this extra oppor-

tunity for profit is obtained with no additional expense.

ALCO's forged and rolled circular forgings range from 18 to 145 in. OD; open-die forgings from 500 to 30,000 lb and 40 ft in length; mandrelled ring forgings to approximately 60 in. wide.

Your inquiries will receive prompt processing. For more information, contact your nearest ALCO sales office, or write ALCO Products, Inc., Department 157, Schenectady, New York.

ALCO

ALCO PRODUCTS, INC.

NEW YORK

SALES OFFICES IN PRINCIPAL CITIES

LOCOMOTIVES • DIESEL ENGINES • NUCLEAR REACTORS • SPRINGS • FORGINGS • WELDMENTS • OIL FIELD EQUIPMENT

NEW XTRA-SAFE MODERN-MAGIC CHUCKS & COLLETS



**Solid, one-piece body and
shank construction.**

EXTRA WIDE, NO-PINCH LOCKING RING

New flanged top on the locking ring protects hands from contact with upper retainer spring and spindle. Extra width assures that the lower retainer spring will always be covered, regardless of position. No pinched hands!

PROTECTED, WIDE FLANGED COLLETS

Guard against injury when handling collets with greasy hands. You can't drop them, and hands won't ride up into the chuck.

**make live-spindle tool changes
"on-the-run"—safely!**

**THREAD TOOL DIVISION
JONES & LAMSON**

**JONES & LAMSON MACHINE COMPANY
540 Clinton St., Springfield, Vt., U.S.A.**

For More Information Write No. 214
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Products

(Continued from page 78)

be concentrated on the work itself with an intensity up to 4 times the regular brightness. The reflector may be regulated by a focus control to obtain the exact concentration of light desired. The lamp's stand is adjustable to direct the light at any angle. The lamp may be ordered from Edmund Scientific Co., Barrington, N. J.

Write No. 26 on Inquiry Card—Page 32

Quenching Press Operates Three Times Faster



A machine utilizes new methods for handling and quenching heated gears and other round, flat and cylindrical parts. As a result, parts may be quenched at a rate three times faster than previously possible. Responsible for the faster production rates is the greater number of workpieces quenched in a given time combined with automatic loading. The machine receives and discharges workpieces at a rate of approximately one every thirty seconds. The press handles a wide range of work, up to 8½" maximum diameter and 8" height. It is made by Gleason Works, Rochester, N.Y.

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**FOR MORE INFORMATION
ON PRODUCTS IN
THIS ISSUE
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PAGE 32**



right on time

Giving birth to a hot idea? Need plastic parts right on time? Come to Chicago Molded for fast deliveries . . . every time! You'll find unbeatable facilities for all types of moldings—tiny or the world's biggest—in any quantity! Also engineers and designers—with the skill of 38 years' experience—to help you eliminate costly frills. So for fast, reliable deliveries—just call:

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1045 N. Kelmar Ave., Chicago 51, Ill.
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packaging idea?

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to your H&D
Packaging Engineer

HINDE & DAUCH

Division of West Virginia Poly and Paper Company

Sandusky, Ohio
15 Factories
42 Sales Offices



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whatever the job . . .

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PERMACEL-LEPAGE'S INC. *New Brunswick, N. J.*

TAPES • ADHESIVES • ELECTRONIC AND CHEMICAL MATERIALS

Office Equipment and Supplies

"Talk Away" Your Paper Work

ONE LEADING insurance company sends out more than 2000 letters each day from the home office alone. And these letters go out with no disturbance of the efficiency of the work-day calm.

The secret behind this smooth operation is a streamlined, central recording system which produces quality letters in the quickest time with the least effort.

Today, people at The Prudential Insurance Company of America, Newark, N. J., find that dictating a letter can be as simple as picking up the telephone. In fact, that's just what they do when they need to write a letter. They pick up a receiver, dial or press a button and start talking.

It now takes (on the average) about two to three hours to get a letter back for signature after dictation.

The system works like this: people who handle a great deal of paper work each day dictate at their desks to telephone-like instruments called Edison Televoice phones; letter-writers who have no more than perhaps 15 minutes of dictation a day dictate to their regular interoffice dial phones, which are tied into a central recording system.

Both the dial phones and dictating phones are connected to recording machines in the central recording operation of the transcription service. Thus, by simply talking into their phones, they have their voices recorded by dictating machines at Central Recording. There, a staff of typists transcribes all recorded material in addition to handling large quantities of non-recorded material.

The phone network system was installed five years ago when management decided to replace obsolete dictating equipment. At that time, the average company letter was 134 words in length. The average letter writer used a dictating machine less than 30 minutes a day. Also, there was a large group whose main job re-

quired some dictation. This group did not have telephones. Their main tool was the dictating machines.

A study of the organization's paper work needs led management to believe that maximum benefits in their transcription service could be realized with central recording.

As a result 700 people at 260 different locations in the home office were able to "talk away" 1,500 letters daily to 48 dictating machines at Central Recording. Recently, three more recorders have been added to this "bank" to handle 700 more letters dictated by occasional letter-writers on their dial telephones.



Signals tell when to change discs and when recorders are in use. Different colored slips, one for each working hour, keep track of the work load, indicate length of letters and show marks where corrections are made.



Pool of 30 typists in the central recording department transcribe 2200 letters daily from more than 700 people at 260 different locations.

*National**

**MAINTENANCE
SERVICE
WILL SAVE
YOU MONEY
EIGHT WAYS**



HOW?

1 CONTROL OF COSTS

You can budget your service expense, eliminate cost of repairs, and **YOU SAVE MONEY.**

2 REGULAR INSPECTIONS

Detect undue wear or strain on parts. Regular inspections save you the worry of costly interruptions of your business system.

3 PROPER LUBRICATION

Protects working parts of the machine against premature wear and corrosion.

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Increases efficiency and lengthens the life of your machine.

5 PARTS WITHOUT COST

Parts will be furnished without cost to users of National Maintenance Service.

6 FACTORY-MADE PARTS

Parts made by the manufacturer are used to replace broken or worn parts.

7 QUICK SERVICE

You can call us without additional cost any time your equipment is not operating satisfactorily.

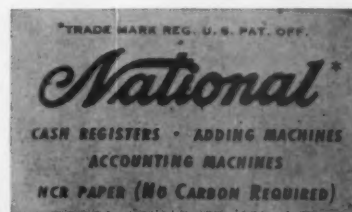
8 BONDED SERVICEMEN

Factory trained to give you efficient service and to **SAVE YOU MONEY.**

You invested in your National equipment for its money-saving features. National's "Preventive Maintenance" will maintain these savings *every year*—for *more years*. Call your nearby National Service Man for full details on National Maintenance.

THE NATIONAL CASH REGISTER COMPANY, Dayton 9, Ohio
1039 OFFICES IN 121 COUNTRIES • HELPING BUSINESS SAVE MONEY

For More Information Write No. 218 on Inquiry Card—Page 32



Association News

Denver P.A.'s Award Purchasing Student

AN AWARD to the outstanding student in the purchasing course given at the University of Colorado's school of business administration was made by the Purchasing Agents Association of Denver. The winner is Donald E. Estes of Boulder. Ernest E. Waters, president of the Colorado

School of Mines, presented the award.

In selecting Estes, the education committee of the association interviewed students nominated by the faculty. C. W. Manning, Climax Division of American Metals Co., is chairman of the education committee.



Donald B. Estes, a business and engineering student of the University of Colorado, received an award for being the outstanding student in the purchasing course given by the university. The award was presented by the Purchasing Agents Association of Denver.

South Bend P.A.'s Elect Officers



Outgoing president, N. E. Steep (center), passes gavel to newly elected president, L. Hemmers. Other newly elected officers are (left to right): W. H. Van Derbeck, Ralph Wolf, and H. J. Baker.

THE PURCHASING Agents Association of South Bend selected its officers for the coming year at a dinner meeting held at Club 66, Niles, Michigan. They are: president, L. H. Hemmers, Miles Laboratories, Inc.; first vice-president, H. J. Baker, U. S. Rubber Company; second vice-president, W. H. Van Derbeck, National-Standard Co.; secretary-treasurer, R. L. Wolf, DoMore Chair Co., Inc.; national director, N. E. Steep, Elkhart Paint Mfg. Co.

Educational chairman, Glen Oliver Clay of the American Coach Co., announced that the association will sponsor an educational program next season for all members. The program will be conducted by Vincent R. Raymond, assistant professor of business administration, Notre Dame University. The objective of the program is to encourage the purchasing executive to develop a professional concept of his function.



Jack C. Emerick (left), Mid-Continent Chemical Co., a past president and national director of the association, responds heartily to a joke told by Vincent Raymond, assistant professor of business administration, Notre Dame University.

Covering the country from a central point

**"UNITED RESERVED AIR FREIGHT
GIVES WARD'S CUSTOMERS
FAST FASHION SERVICE"**



—T. C. HOPE
General Traffic Manager
Montgomery Ward, Chicago

"Our distribution center for mail order fashions is in Chicago. Yet we give overnight delivery in key cities coast to coast, thanks to the speed of United Air Freight. But speed alone isn't the whole story. The personal attention we get from United is equally important to us. Their dependability, too. United delivers on time."

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"THIS CUSTOMER has made her selection in our Oakland, Calif., catalog department. Her order is promptly relayed to us in Chicago. We have regular reserved air freight space with United—so it's just a matter of making the plane."



"JERRY MILLS, United's account executive, sees that the individual shipment is received and loaded with hundreds of others aboard United's fast DC-6A. The dress is in Oakland the next day. Just like having a flying warehouse!"

UNITED AIR FREIGHT RATES ARE LOW

per 100 pounds*

CHICAGO to PHILADELPHIA	\$ 7.70
SALT LAKE CITY to DETROIT	16.20
DENVER to NEW YORK	17.70
SAN FRANCISCO to SOUTH BEND	21.05
AKRON to SEATTLE	22.20

*These are the rates for many commodities. They are often lower for larger shipments. Rates shown are for information only, are subject to change, and do not include the 3% federal tax on domestic shipments.

LOW RATES are only part of the story of Air Freight's advantage. Even more saving is reflected in reduced inventory, economical packaging and insurance. United speed and 80-market service offer you distinct competitive advantages.

IT COSTS NO MORE FOR EXTRA DEPENDABILITY—ON UNITED, THE RADAR LINE

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HALLOWELL steel collars simplify design and purchasing

43 stock sizes for shafts from 1/8 to 3 in. diameter

Standardized HALLOWELL solid steel collars are precision machined from first quality bar stock, have perfect balance, fine finish. Bore size stamped on face of each collar for quick size identification. Your choice of socket set screws: UNBRAKO self-locking knurled cup point or, where locking action is required with a plain cup or flat point or against extra hard shafts, UNBRAKO socket set screws with the Nylok® self-locking feature. See your HALLOWELL distributor or write for new Bulletin 868. Hallowell Collar Division, STANDARD PRESSED STEEL CO., Jenkintown 31, Pa.

TM. Reg. U.S. Pat. Off., The Nylok Corporation

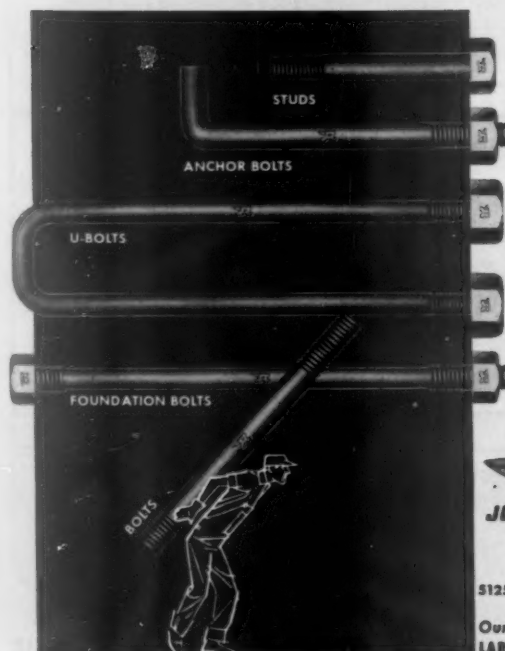
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DYSON LARGE BOLTS



1 1/4" thru 8" BOLT DIAMETER

- Lengths through 50 feet
- Continuous threading
- Regular, high tensile and stainless steels
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Association News

Personality and the Rochester P.A.'s

The Purchasing Agents Association of Rochester and their guests gave an enthusiastic welcome to an old friend at the Rochester club. Dr. Arthur Secord, professor of speech at Brooklyn College, had been a speaker at the 8th District conference held in Rochester in October 1955. Making a return engagement, he again thrilled his audience as he did two years ago.

Dr. Secord's subject was "Personality and the Purchasing Game." He emphasized the main points in his talk with apt personal experiences and stories that brought home to his listeners the importance of personality in all fields of life, including purchasing.

The speaker defined personality with two words—evaluated individualism. He pointed out the three characteristics that would bring out the best in the individual: confidence, knowledge, and the intelligent use of praise.

Confidence in oneself, in one's company, and in one's work was essential, said Dr. Secord, to attain success.

Knowledge is the study to "know thyself," to recognize one's positive and negative points and the will to overcome the weak points.

In discussing the intelligent use of praise, the speaker emphasized that the absence of criticism as such does not necessarily indicate praise. Praise is the positive approach to recognizing a job well done.

Dr. Secord stressed that personality is not static and that it changes in the individual as time goes on. He warned that each person has something to contribute to the change in his personality. This makes it essential for the individual to think positively and examine his own shortcomings to improve his personality as he matures.

The speaker concluded by quoting from Robert Louis

(Please turn to page 88)

Dip into **REAL** maintenance savings!

MAKE THE FAMED BARRELED SUNLIGHT
"ON-THE-WALL" TEST NOW AND LEARN HOW
YOU CAN CUT PAINTING COSTS TO
A MONEY-SAVING MINIMUM!

Here's your chance to prove — to your own satisfaction — that better paint means lower painting costs. The facts speak for themselves!

For paint that's engineered to give you —

More square yards per gallon...

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**Barreled Sunlight Paint Costs You Less
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Paint You Can Buy Bar None!**

You can prove these facts for yourself, on your own premises, without any obligation whatsoever. Simply fill out the attached coupon and mail it today for an eye-opening Barreled Sunlight "On-the-Wall" Test. It's a simple demonstration that can save you plenty!



Barreled Sunlight



FOR A BETTER LOOKING, LONGER LASTING PAINT JOB AT LOWER COST

For More Information Write No. 222 on Inquiry Card—Page 32

**Barreled Sunlight Paint Company
18-G Dudley Street, Providence 1, R. I.**

- ☐ Please have a Barreled Sunlight representative contact me regarding a free "On-the-Wall" Test.
- ☐ Send me a free copy of Barreled Sunlight "Engineered Color" ... an 18-page booklet loaded with important pointers on paint and color.

Name.....Title.....

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you'll CLEAN UP with **WASHED** WROUGHT WASHERS



Your finished product will be cleaner, your workmanship will be neater, your workers happier, your assembly lines will move faster, your costs will be lower, your profits higher, your customer's satisfaction greater when you use Milwaukee *washed washers*! There is no grime, grease, graphite or other foreign matter to smear workers hands or the work they are handling.

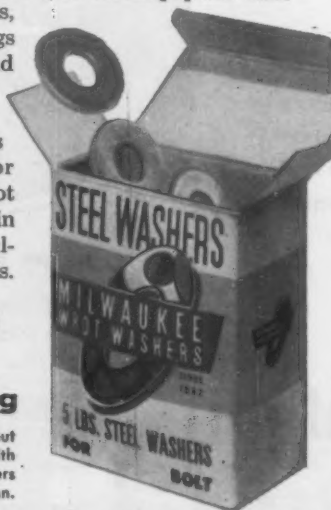
The new *washer washing* process pioneered by Wrought Washer includes *rust resistant* treatment, and is used on all popular sizes of U. S. Standard and S.A.E. Washers, on Rivet Burrs and Machine Bushings as well as most special washers and stampings. This new washing process adds a Plus Value to the inherent high quality for which Wrot Washers have been known and preferred for many years. There's a Milwaukee Wrot Washer to meet every requirement in type, size, material, finish...and in quality to match your own high standards.

You can see they're clean

VISIBLE packaging

— makes it possible. Wrot Washers are now put up in good looking 1-lb. and 5-lb. packages with tough transparent Mylar windows. You get washers in a keen package that shows you they're clean.

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The World's Largest Producer of Washers

2113 S. BAY ST., MILWAUKEE 7, WIS.

For More Information Write No. 223 on Inquiry Card—Page 32 AB-9407

Association News

(Continued from page 86)

Stevenson. "To travel happily is a better thing than to arrive, and the true reward is to labor."

President Stiffler introduced the speaker, the VIP's at the head table and guests. Warren Barton and his education committee were given a rising vote of thanks for their work in promoting the successful purchasing seminar just concluded.

Previous to the dinner meeting, members were shown a film entitled "Cost Reduction Through More Effective Buying." The film was moderated by Phil Kron.

Kalamazoo Valley Ass'n Elects Officials

President of the Kalamazoo Valley Association for the coming year is Cliff J. Gallaher, purchasing agent for the Miller-Davis Co. He will be assisted by James Donahue, Allen Electric & Equipment Co. as v.p., Neal Johnstone, Ruud Mfg. Co., as secretary and Albert A. Parker, Ihling Bros. Everard Co., as treasurer. Howard Dean, Kalamazoo Paper Box Co., was elected national director for 1958-59.

The guest speaker for the election night dinner was C. D. Francisco, Midwest editor of **PURCHASING**. He chose as his subject "Im-agineering." Stressing the importance of value analysis, he emphasized that value in industry is not related to price but to function.

Detroit PA Ass'n Member Made National Official

The Detroit Purchasing Agents Association is taking great pride in the honor conferred on member Russell T. Stark, director of purchases of Burroughs Corp. He has been made Financial Officer of the Executive Committee of N.A.P.A. Over the years, he served the Detroit association with distinction in many capacities, including those of president and national director.

BUSINESS IN MOTION

To our Colleagues in American Business ...

Although miles apart in their functions the door knob and sink strainer shown below have one thing in common. Both are made from Revere Brass Strip. Revere Leaded Brass Strip was used to make the sink strainer because of its deep drawing characteristics (strainer had to be drawn from .065" gauge x 7" strip to a 2½" depth), the ease with which large diameter threads are machined, the excellent surface it develops for chrome plating and, of course, the inherent corrosion resistance of brass.

The Revere Brass Strip used by the manufacturer of seamless, one-piece door knobs possessed still other characteristics that made it the most desirable for that specific purpose. Because of the unique procedure by which these knobs are made the brass has to be able to stand up under some mighty rugged going. Further, the brass strip has to be of uniform gauge and be without any sign of fracture or crimping when drawn, as well as have consistently correct grain structure to insure a smooth, flaw-free surface on the finished knobs without extensive finishing and polishing operations.

These are but two of the literally thousands of ways Revere Brass Strip makes it possible for manufacturers to offer *their* customers a superior product at the lowest possible cost.

The combination of unusual properties makes Revere Brass Strip, in various anneals and tempers, equally suited to stamping and spinning. Manufac-

turers have found that the high ductility and malleability of various Revere Brass Alloys effect savings in time and cost because deeper draws in one operation are possible. And, because of the low, work-hardening rate, a combination of forming processes is frequently possible in making intricate shapes without the need for intermediate annealing. Should annealing be required the temperatures used are low (usually not over 1100°F.) which means lower fuel cost.

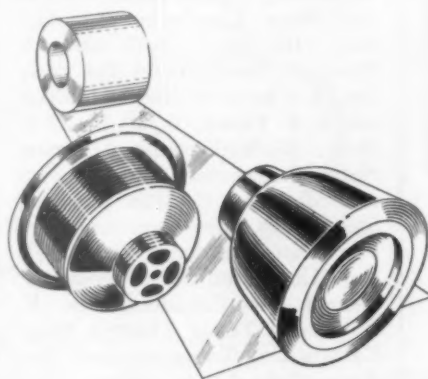
Revere Brass Strip not only permits deep draws, but fast draw speeds as well, which is particularly desirable for repetition press work or other operations where parts are produced in large quantities. This means relatively low power consumption.

Revere Brass Strip does not foul dies quickly, requiring only a minimum of die re-dressing. And one of its most desirable features

is that it plates well and polishes easily, requiring only a minimum of finishing.

Revere Brass Strip in its various alloys is still another example of how, by fitting the metal to the job, it is possible to produce superior products at the lowest possible cost.

Practically every industry you can name is able to cite similar instances. So we suggest that no matter what your suppliers ship you, it would be a good idea to take them into your confidence and see if you cannot make a better product at lower costs by specifying exactly the *right* materials.

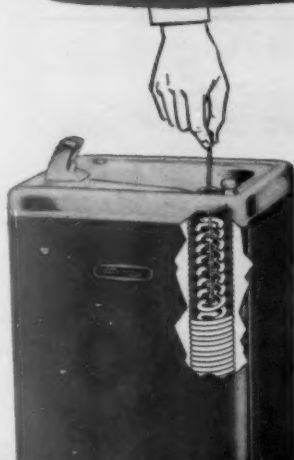


REVERE COPPER AND BRASS INCORPORATED

Founded by Paul Revere in 1801

Executive Offices: 230 Park Avenue, New York 17, N. Y.

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REASON WHY YOU
GET MORE with a**



*** EASY-TO-CLEAN
PRE-COOLER**

Cooled, waste water flowing down clean drains, helps pre-cool incoming water. To clean drain and pre-cooler simply lift the strainer and use an ordinary bottle brush. No serviceman is required and both drain and pre-cooler stay sparkling clean and efficient.

**7 Features
that spell value**

- Dual, mechanically-operated controls—power failure does not affect water flow.
- Extra service connections—for glass fillers and remote fountains.
- * Easy-to-clean pre-cooler—just a few strokes with a bottle brush.
- Uniform-pressure, splash-proof jet—for easy, natural drinking.
- Contamination-proof—all coils bonded externally.
- 7-point thermostat—maintains water at temperature most desired.
- Generous five year Guaranty—your assurance of long-term dependability.

**Cordley Water Coolers
Give You All The Advantages
NOW AVAILABLE IN
THREE DISTINCTIVE LINES**



There's a Cordley Water Cooler for any drinking water requirement. Write today for complete information on each model... plus data on new Cordley Hot and Cold Water Dispensers.

Ask for Catalog 58...
Look for your
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in the Yellow Pages.



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Association News

Houston's New Officers



New Houston officers (left to right seated): E. F. Foster, Frank L. Scott, Haylett O'Neill Jr., C. Jim Stewart, W. R. Stelzer; (left to right standing): Andrew Galayda, Jr., Joe F. Boydston, R. G. Stockton, A. L. Sweitzer, Paul F. Franks, and William E. Byrd.

Mr. Haylett O'Neill, Jr., Humble Oil & Refining Company, was elected President of the Houston Purchasing Agents Association at the Noon Luncheon, Tuesday, May 27th. Mr. O'Neill succeeds Frank L. Scott, Baker Oil Tools Inc., who becomes National Director. E. F. Foster, Wyatt Metal & Boiler Works becomes Alternate National Director. Other officers elected were C. Jim Stewart, Stewart & Stevenson Services, First Vice-President; W. R. Stelzer, Aluminum Co. of America, Second Vice-President; Joe F. Boydston, Texas Electric Steel Casting Co., Treasurer; and Andrew Galayda Jr., Texas Gas Corp., Secretary.

The new local Directors are R. G. Stockton, Reed Roller Bit Co., A. L. Sweitzer, Stauffer Chemical Co.—Consolidated Chemical Div., Cecil W. Galbraith, Shell Pipe Line Corp., Paul F. Franks, Mission Manufacturing Co., and Wm. E. Byrd, Phillips Petroleum Company.

**Southeast P.A. Conference
In October**

The fifteenth annual conference of the Purchasing Agents of the Southeast will be held in Jacksonville, Fla., at the George Washington Hotel on October 12, 13, and 14. The Florida Association of Purchasing Agents will act as hosts. The theme of the conference will be "Purchasing's Three SPE."

**Catawissa
PERFECT SEAL
Unions**

HOT FORGED from solid, rectangular steel bars, designed and produced for dependable, long-life service under the severest piping conditions!

**A TYPE FOR EVERY USE!
FOR ALL PRESSURES!
FOR ALL TEMPERATURES!**



**Standard & Double
Extra Heavy
UNIONS**

Available with screwed or socket weld ends. 3000-lb. sizes 1/4" to 3"; 6000-lb. sizes 1/2" to 2".



**ORIFICE
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With screwed or socket weld ends. 3000-lb. and 6000-lb. service.

**MALE & FEMALE
UNIONS**

With steel-to-steel, bronze-to-steel, stainless steel-to-steel or orifice seats. 3000-lb. service only.



**FULL STAINLESS &
FULL ALLOY
STEEL UNIONS**

With screwed or socket weld ends. 3000-lb. and 8000-lb. service.



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Showing the Complete Catawissa
line of Perfect Seal Products
CATAWISSA VALVE &
FITTINGS COMPANY
CATAWISSA, PENNA.**

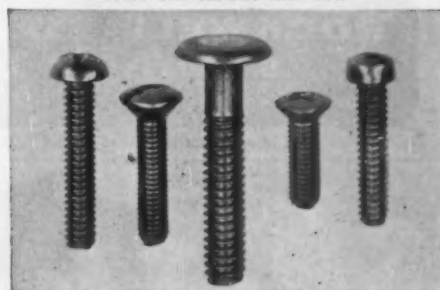
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PURCHASING

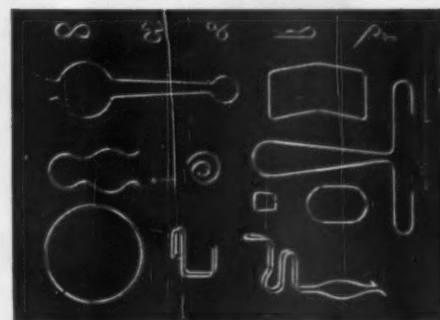
Quality products start with **J & L** stainless steel wire



Long-lasting filters and screens are woven from stainless steel wire.



Many types of screws are more economically formed by cold heading.



Various shapes made with J & L slide forming wire.

Many types of products are fabricated from stainless steel wire. We suggest you consider Jones & Laughlin Stainless Steel Wire where ease of forming or special corrosion or heat resisting properties are required.

For your particular application or production problem, we offer the services of our stainless steel specialists. A letter or call will receive prompt attention.



Wire today for your copy of J & L's new Stainless Steel Wire Manual.



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JULY 21, 1958

91

Production costs too high?
BOSSERT METAL STAMPINGS
 offer many ways to reduce costs!



Whether your product is in the planning stage or in production, you can often reduce costs by using metal stampings for parts or complete assemblies. Complex forms can usually be produced with fewer operations, with holes punched to exact dimensional accuracy, eliminating separate drilling, machining and assembling.

Several parts can be combined in a single stamping, and you can take advantage of the weight-saving features of lighter metals and alloys without sacrificing strength or durability. Your present production costs can be reduced, too, with Bossert's superior quality and dependable service.

Design Engineering Service

Bossert's re-design service can help you develop stampings for parts and assemblies that are now being cast or forged or machined, usually with substantial savings in cost. Send us blue prints or samples for our recommendations.

Write for literature

Find out how our facilities can be helpful to you.

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**AMERICAN
 Tubular and Split
 RIVETS**

In all metals, all styles,
 for all industrial applications.

Write for price list.

AMERICAN RIVET COMPANY
 849 N. Kedzie Ave., Chicago 51, Ill.

BUY AMERICAN...Tubular and Split Rivets...

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Association News

**Chattanooga Ass'n
 Elects Officers**



New officers of the Chattanooga Ass'n (left to right): front row, Fred Worth, first vice president; Tom Mastin, president; P. J. Davis, second vice president; standing, J. R. Sheorn, Harlan Whitfield, directors; Lee Elkins, treasurer.

Election of officers was the principal activity at a recent meeting of the Purchasing Agents Association of Chattanooga. The meeting was held at the Hotel Patten. New officers are: Tom Mastin, president; Fred Worth, first vice president; P. J. Davis, second vice president; J. R. Sheorn, Harlan Whitfield, Cecil Culpepper, directors; Lee Elkins, treasurer; and Mrs. Maycel Payne, secretary.

**Plant Visit by
 Cleveland PA's**

The visit on May 27th of a goodly delegation of the Purchasing Agents Association of Cleveland to the Cuyaga Works of the American Steel & Wire Company was a memorable one. The scale of the operations in a modern steel plant was a breath-taking eyeopener to many of the members who witnessed them for the first time. They were equally thrilled by an industrial movie covering the engineering and construction of the much publicized Mackinac Bridge. This was shown after a delightful luncheon at which members were guests of the company. Paul P. Averill and Robert F. Kendall deserve warm thanks for arranging a fine program as co-chairmen of the plant visit committee.

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ELMIRA, N.Y.

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MASTER COLLETS and PADS

*The Only Master Collet with
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if your product



Federal Short Run Stampings may be your answer

Consider these advantages Federal "Controlled Tolerance" Short Run Stampings can give you. First, a *savings* of up to 80% of the cost of conventional tooling methods. Second, *quicker delivery* due to our special methods of tooling and manufacturing. Third, *quality* component parts made exactly to your specifications by skilled craftsmen using modern methods on modern machines. They all add up to quality stampings in any quantity from two pieces to 10,000 of any stampable material up to 10" x 14" in size and up to 3/8" thick. Send your print or part to nearest plant for a Federal Analyzed Quotation.

Write for free Catalog 201. Tells how to reduce costs by using short run stampings . . . full of design tips.

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3 PLANT LOCATIONS

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FEDERAL SHORT RUN STAMPING, INC.
974 Lyell Avenue, Rochester 6, N.Y.
FEDERAL STAMPING COMPANY
7319 Atoll Ave., No. Hollywood, Calif.

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Association News

Dallas Ass'n Elects Officers



New Dallas officers (seated, left to right): Paul Talley, John Morris, and Robert C. Kelly; (standing, left to right): Fred D. Bradley, Les W. Althausen, and Harold Stockton.

John Morris, vice president, purchasing and secretary, Lone Star Steel Co., was elected president of the Dallas Purchasing Agents Association. Other new officers are: Paul Talley, first vice president; Harold Stockton, second vice president; Robert C. Kelley, Les W. Althausen, national directors; Fred D. Bradley, secretary-treasurer.



Feel trapped?

Stuck for a reliable source of plastic parts . . . need cost-cutting design help . . . want on-time deliveries *every time*? Get them all at Chicago Molded. For Chicago Molded puts at your service the skill from 39 years' experience in custom molding . . . unbeatable production facilities . . . engineers and designers who help you eliminate costly, unnecessary frills. Don't be trapped into less than the best plastic parts—write, wire or phone

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PURCHASING

Plant Trip by Toledo Purchasing Agents

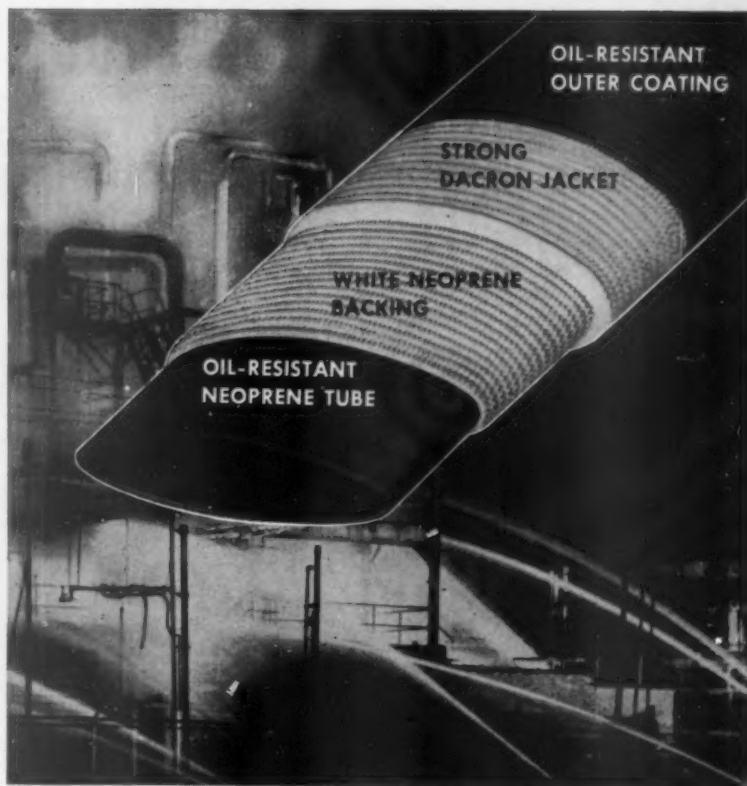
A goodly number of the members of the Toledo Purchasing Agents Association took advantage of an invitation to visit the grinding wheel plant of the Macklin Co. at Jackson. Several members took along as guests, mechanic friends from the tool room. The PA's thought it a good idea to show to the users the mode of manufacture of the tools, which the purchasing department buys for them. After the inspection tour, a delightful picnic lunch was served in the Macklin Grove.

Dayton Elects '58-59 Officers



Harold O. Rice was elected president of the Purchasing Agents Association of Dayton for 1958-59.

Harold O. Rice, purchasing agent for Production Control Units, Inc., was elected president of the Purchasing Agents Association of Dayton for 1958-59 at a recent meeting. At the same time Philip B. Hull, immediate past-president and an associate of the West Side Lumber Co., was elected national director for the coming term. Other officers named were: 1st Vice-President Clarence L. Johnson, Globe Industries, Inc.; 2nd Vice-President Louis J. Keyes, Dayton Rubber Co.; Secretary Walter S. Everhart, Sterling Rubber Co.; Treasurer Ralph H. Caywood, Horstman Printing Co. Elected local director for the coming term was Harold E. Nemecek, Lau Blower Co.



Strong, light, flexible Petrochem Fire Hose RESISTS CHEMICALS AND OIL

QUAKER PETROCHEM is the first fire hose made especially to take the worst abuses of the chemical and petroleum industries. Here's how it does the job:

DURABLE • PETROCHEM hose stands up to abrasion and weather, because it's sheathed in a tough, flexible jacket of DuPont "Dacron." Oil-resistant neoprene tube and jacket-backing assure long life.

STRONG • Functions safely under high pressure (up to 500 psi) and excessive heat (up to 300° F).

CHEMICAL- AND OIL-RESISTANT • PETROCHEM 'White' defies deterioration both inside and out, has good resistance to acids, alkalies, and oxidants that attack from outside. For extreme corrosion-resistance, see next column.

FLEXIBLE • Takes tight twists or knots without injury. Coils easily

and compactly. Only 30 lbs. per 50-foot length.

UL-APPROVED • PETROCHEM is the only 100% synthetic fire hose that carries the coveted Underwriters' Laboratories seal of approval.

FOR EXTREME CORROSION-RESISTANCE, as where fire hose is under constant exposure to severe chemical attack, specify PETROCHEM 'Black', which has the added protection of neoprene-impregnated "Dacron" jacket.

ASK THE QUAKER INDUSTRIAL DISTRIBUTOR about PETROCHEM 'White' and 'Black'. He knows hose, knows how to select the right hose for the job, and can deliver fast. For his name, write Quaker Rubber Division, H.K. Porter Company, Inc.; Philadelphia 24, Pa., or Pittsburg, California.

H. K. PORTER COMPANY, INC.

QUAKER RUBBER DIVISION

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NOW AVAILABLE FROM STOCK

**FOOTE
BROS.**

SHAFT MOUNTED

DRIVES

WITH

Duti-Rated®

LIFETIME GEARING *



SINGLE REDUCTION

Output Speeds: 90 to 420 RPM
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Output Speeds: 10 to 160 RPM
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**DOUBLE REDUCTION
FLANGE MOUNT**

Output Speeds:
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Capacities:
1 to 7 HP



Foote Bros. Shaft Mounted Drives offer more efficient, more economical, power transmission. They incorporate exclusive **Duti-Rated** Lifetime Gearing—the high hardness, balanced design, premium quality gearing that combines greater load carrying capacity with long service life.

Used with standard V-Belts and Sheaves, Foote Bros. Shaft Mounted Drives will provide virtually any output speed you may require. Quick, easy installation on driven shafts with diameters from 15/16" to 3-7/16" saves time, labor . . . eliminates need for reducer mounting, couplings, and adjustable motor mount. Built-in Backstop to prevent reverse rotation, Automatic Overload Release Torque Arm, Variable Pulley, are available as optional equipment.

The complete Foote Bros. Shaft Mounted Drive line is made in accordance with all applicable AGMA Standards

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Stands for the
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Better Power Transmission Through Better Gears

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T.M. REG. U.S. PATENT OFFICE

For More Information Write No. 234 on Inquiry Card—Page 32

Association News

News of Import From N.A.P.A.

At its annual meeting in Chicago, during the N.A.P.A. Convention, the Executive Committee of the Association changed the name of the Committee on Standardization. Henceforth, it will be known as the National Committee on Value Analysis—Standardization.

On May 22nd, the National Committee on Value Analysis—Standardization, through its chairman, Harlan E. Cross, announced the appointment of Larry B. Whitehouse, Jr., as chairman of the local committee for District No. 5. Mr. Whitehouse, who is v.p. in charge of purchasing for Morton Mfg. Corp., Lynchburg, Va., fills the vacancy caused by the sudden passing away of Frank C. Dengler of Philadelphia.

On the same date, National Chairman Harold Berry announced the appointment of T. A. Corcoran, The Courier Journal . . .

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PURCHASING

The Louisville Times, Louisville, Ky., to serve on the Policy Committee of the N.A.P.A. Committee on Education. Mr. Corcoran is a former president of N.A.P.A., and is a holder of the 1956 Shipman Gold Medal.

On June 5th, J. E. Doyle, Eastman Kodak Co., Rochester, N. Y., was appointed as a member of the N.A.P.A. Committee on Education. Mr. Doyle will work on the project committee "Evaluating Purchasing Performance," under direction of its chairman, A. G. Pearson.

Milwaukee Ass'n Celebrates 40th Birthday

A gala meeting was planned for this year's annual meeting of the Milwaukee Association of Purchasing Agents. It was a celebration of 40 years of activity in purchasing circles. An interesting program had been scheduled by the arrangements committee, under the chairmanship of Carl W. Failmezger, recently retired from Socony Mobile Oil Co. Highlight of the evening was the distribution of "The Milwaukee Association of Purchasing Agents History, 1918-1958." This was a beautifully bound 115-page book, interspersed with interesting pictures. The book was edited by Jos. W. Nicholson, a past local and national president. During the meeting, snappy 3-minute talks, dealing with the Association's history, were made by nine past presidents.



"That looks suspiciously like page ninety-eight of our new catalog!"

HERE'S PROOF...



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Customer: well-known manufacturer of aircraft parts. Operation: strip steel stamping. This is just one of scores of Jomac Cost-Reduction Plan case histories we can show you. Write for "Evidence" booklet shown opposite. Get *proof* that this plan can work for you, too!

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Philadelphia 38, Pa.

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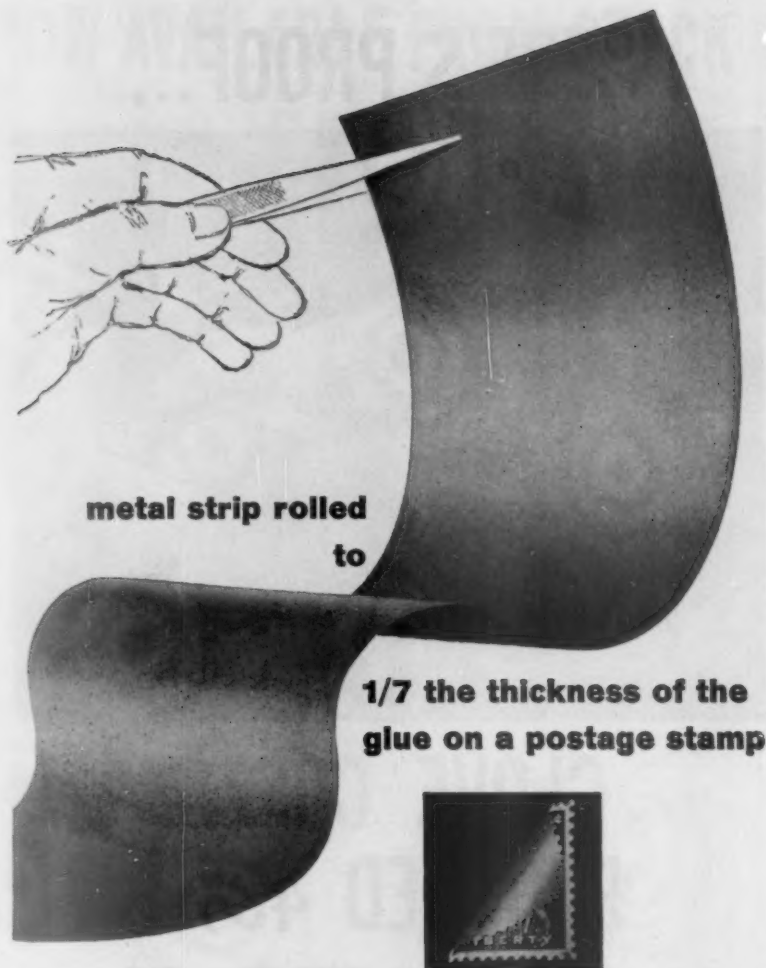
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Company

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City State

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metal strip rolled
to

**1/7 the thickness of the
glue on a postage stamp**

If you need ultra-thin metal strip and foil in virtually any alloy—here is material being produced in thicknesses ranging from .010" to .0001" (The glue on a stamp measures .0007".)

The Precision Metals Division—an important activity of the Hamilton Watch Company—is a completely integrated metals plant geared to precision production. Strip and foil are available in practically any alloy, in thicknesses ranging from .010" to .0001". This ultra-thin strip is available in any quantities for design development or production. Moreover, special alloys can be made to your specification and furnished in any form you require.

A new 8-page facilities booklet illustrates and describes the operation of Precision Metals Division, and shows how your precision metals problems can be solved practically, economically. Write today on company letterhead for your copy to Dept. P-7.



Hamilton Watch Company
Precision Metals Division / Lancaster, Pennsylvania



Creator of the world's first electric watch
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Suppliers

The appointment of George H. Maass as assistant general sales manager has been announced by



George H. Maass

Schild Bantam Company, Waverly, Iowa. Mr. Maass, a veteran in the construction machinery industry, comes to the company from LeTourneau-Westinghouse, Peoria. He has been assistant export manager there for the past three years. Prior to that, he was with the J. D. Adams Company, Indianapolis, for eighteen years, serving in various financial and marketing capacities.



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Phone: Dickens 2-9000

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PURCHASING

George P. Lacy has been appointed vice president and general sales manager of wire and wire rope products at Union Wire Rope Corporation, Kansas City, Missouri, subsidiary of Armco Steel Corporation. L. G. Schraub, who had been vice president and general sales manager since 1938, has retired from active duty with the company. He will continue on a consulting basis with the organization. Mr. Lacy had been with Armco's Sheffield steel division for 22 years. He joined Union Wire Rope earlier this year when the company was merged with Armco.

Leon B. Wohlgemuth has been promoted to general sales manager for the Tubular Products



Leon B. Wohlgemuth

Division of the Babcock & Wilcox Company, New York City. Prior to the appointment, Mr. Wohlgemuth had been sales manager of the middle states district sales offices. He will make his headquarters at the general offices of the division in Beaver Falls, Pennsylvania.

Vulcan Steel Container Company, Birmingham, Alabama, has announced the appointment of Leo T. Ryan as general sales manager. He will make his headquarters in Birmingham. Mr. Ryan has had wide specialized experience in the container field and is well known among the paint, chemical, agricultural insecticide and petroleum product producers throughout the South.

for valuable infor- mation



on efficient speed reduction... Horsburgh & Scott Catalog 55

More than a catalog, this comprehensive book supplies all the information you need for the proper selection of speed reducers.

Complete size range available, including new sizes.

New ratios and ratings for Worm Helical Speed Reducers shown.

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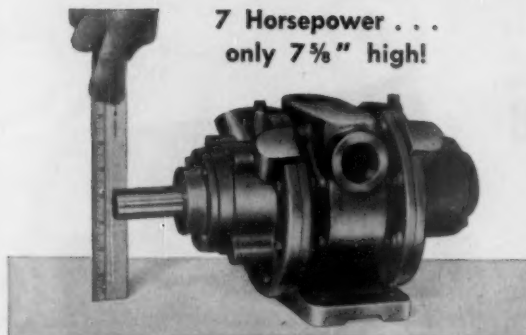
All this information and much more is in Catalog 55. It's yours for the asking. Just write us on your letterhead.

THE HORSBURGH & SCOTT CO.

GEARS AND SPEED REDUCERS

5112 Hamilton Avenue
Cleveland 14, Ohio

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7 Horsepower . . .
only 7 7/8" high!

It's NEW! Variable-speed Model 16AM GAST AIR MOTOR

Here's compact, explosion-proof power! Only 14 3/8" x 8" x 7 7/8" — wt. 65 lbs. — yet up to 7 h.p. on 90 lbs. air pressure. Speed variable from 300 to 2,000 r.p.m. with simple valve control. Overloads can't burn it out — stalling does no harm.

Has foot, also tapped holes for flange mounting to your machine. Use as original equipment or in plant to drive hoists, mixers, pumps, fans, etc. Priced at \$200.

Write for your copy of Bulletin 16AM.

GAST MANUFACTURING CORP., P.O. Box 117-X,
Benton Harbor, Michigan

See Catalog
in Sweet's
Design File

**GAST
ROTARY**

- AIR MOTORS TO 7 H.P.
- COMPRESSORS TO 30 P.S.I.
- VACUUM PUMPS TO 28 IN.

"Air may be your answer!"

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Saw Large Holes thru sheet or plate

MARVEL High-Speed-Edge Hole Saws (with high-speed-steel cutting edge integrally welded to tough alloy steel body) provide fast, economical means of sawing out holes from 1/2" to 6" diameter through steel up to 1 1/2" thickness. Extra cutting quality and high-speed-steel, self-aligning, double drive pin arbors give strength for use on drill presses, lathes and portable tools, greatly increase the hole size capacity of small tools. Last longer and cut faster with safety.

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Better Machines—Better Blades

ARMSTRONG-BLUM MFG. CO.

"The Hack Saw People"

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Cut your loss from pilferage and replacement at least 50% by using *Deluxe Kleencut Adjustable Shears*! They're guaranteed high quality at low cost.

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A quick twist with coin or screwdriver will adjust blades so they cut cleanly and comfortably on a wide range of materials such as rubber, plastic and leather. Long handles give greater leverage. Ideal for production use in automotive, furniture, and floor covering industries.

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WORLD'S LARGEST MANUFACTURER OF SCISSORS AND SHEARS

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*we design and
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INDUSTRIAL

Strainers

Send your inquiries to:

WAYNE WIRE CLOTH PRODUCTS, INC.

Kalkaska, Michigan

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Suppliers

Promotion of Jack D. Tolliver to the newly established position of sales manager for the Eastern region has been announced by **Tube Turns, Louisville, Ky.**, division of **Chemetron Corporation**. He will be succeeded as manager of the sales development department by Edward F. Harrington.

Mr. Edward J. Fleming, Springfield, Mass., has been named New England representative of **Alloy Steel Casting Company, Southampton, Pa.** Mr. Fleming's territory includes all of the New England states except Connecticut as well as New York State north of Albany and west of Utica.

Mailing Tips For P.A.'s

Here are eight tips for purchasing agents on ways to offset the postal rate increase scheduled to go into effect August 1:

(1) Schedule as many bulk mailings as possible before August 1.

(2) Use third class mail whenever possible for bulk mailings and include the zone number. But remember these mailings are handled by the post office only after first class mail has been completed and are not returned unless return postage is guaranteed.

(3) Don't use air mail on Fridays or the day before a holiday, since regular mail is just as fast.

(4) Don't air mail to cities within 450 miles or to small cities that don't have frequent air line service.

(5) Avoid paying first class rates for heavy letter enclosures; send these separately via parcel post.

(6) Don't use special delivery in parcel post when special handling will do, as regular mail very often is just as fast.

(7) Use "certified" mail instead of "registered" mail whenever possible.

(8) Self insure parcel post.

These mailing tips were developed by the National Retail Merchants Association.

a
bright new
wire
with a
brighter
tighter
finish



Brytite

A PATENTED GALVANIZING PROCESS ®

SO BRIGHT—Use Brytite wherever a shinier, brighter zinc coating is desired for long lasting, more sparkling product appearance. Eliminate polishing and special finishing operations

SO TIGHT—Brytite has remarkable forming qualities. The zinc coating is so tight it will withstand severe deformation of the base metal without flaking, powdering or peeling.

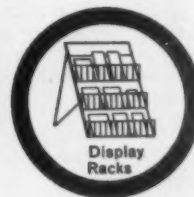
SO CLEAN AND SMOOTH—Satin smooth in looks and feel, BRYTITE immediately raises the quality appeal of your product. You get smoother production, too—the result of precise uniformity and quality controls.

ROUND AND SPECIAL SHAPES—Brytite is available in many sizes in round wire, and may on inquiry, be furnished in standard and special shapes—flat, half-round, oval, half-oval, square, rectangular, and many others.

TEMPERS AND ANALYSES—Specify BRYTITE in various tempers and analyses in the low carbon and medium low carbon steels.

FINISHES—Satin Finish, Unwiped (where a heavy weight of zinc coating is required) and Redrawn, in certain sizes.

no polishing...no buffing...no finishing...



withstands difficult forming operations

CONTINENTAL STEEL

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PRODUCERS OF Manufacturer's Wire in many sizes, tempers and finishes, including Galvanized, KOKOTE, BRYTITE, Flame-Sealed, Coppered, Tinned, Annealed, Liquor Finished, Bright, and special shaped wire. Also Welded Wire Reinforcing Fabric, Nails, Continental Chain Link Fence and other products.

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Employment Service

Experience: Assistant treas. 14 years multi-plant operation. Complete direction of purchasing dept and personally handle raw material purchases, which run approximately \$2,000,000. Responsible for inventory control and relation of purchases to the availability of cash, sales targets, etc.
Education: Four years Business Administration (night school) additional courses Business Law and Advanced Accounting.
Will relocate.
Write: Box 136.

Experience: Over 12 yrs. experience in all phases of purchasing. Past 7 yrs. as director of purchases and traffic for large foundry machined metal products & special machinery. Experience in purchasing all types of steel (warehouse and mill), machined parts, pig iron, coke, machine tools, castings, patterns, lumber, etc. Have set up programs on standardization, value analysis, inventory control, etc.
Education: A.B. degree.
Will relocate.
Write: Box 137.

Experience: Eleven years diversified experience in industrial procurement and administration. Six years of government procurement. Three years ass't to executive vice president and office manager.
Education: Degree in Business Adm.
Will relocate.
Write: Box 139.

Experience: Eleven years in large, small, and medium-sized manufacturing companies. Seven as buyer and the last four years as P.A. Have bought raw metals, machinery & parts, MRO supplies, automotive, stationery and office supplies, packaging and castings. Can install complete purchasing system if necessary.
Education: One year engineering and two years of accounting.
Los Angeles area
Write: Box 140.

Experience: Ten years purchasing experience, including administrative and supervisory responsibilities; institution of cost reduction programs; considerable contract experience. As senior buyer of mechanical purchasing division have supervised "on-the-job" training program, purchased major capital equip't. and supplies for production.
Education: Metallurgical Eng.
Will relocate.
Write: Box 141.

Experience: Buyer of pipeline and production dept. materials, equipment and supplies—value analysis—methods and procedures. Supervisory experience.
Education: Two years college—purchasing courses
Will relocate.
Write: Box 142.

Experience: Purchasing administration manager of high dollar volume manufacturing activity, selection and development of buying personnel; development of purchasing policies, systems, and practices. Measurement of work loads and evaluation of performance. Legal phases of purchasing; supplier relationships; make or buy administration.
Education: B.A., M.A. Business Administration.
Will relocate.
Write: Box 143.

Experience: Assisted the purchasing agent in obtaining over 3900 items. Supervised preparation of material for the IBM accounting department, and inventory control.
Education: B.Sc. in Bus Admin.
Will relocate.
Write: Box 144.

Experience: Seven years purchasing for construction, heavy on plate, structural steelwork, tanks, pressure vessels. All custom fabricated. Junior buyer, expeditor, through senior expeditor.
Education: 3 years engineering—chemical—No degree.
Will relocate.
Write: Box 145.

Listings in this department are offered without charge. Both purchasing department personnel interested in changing jobs and employers in search of replacements or additions to their departments may take advantage of this service. When writing, specify whether you want the applicant's form or the employer's form. Address all correspondence to Employment Service Department, PURCHASING Magazine, 205 East 42nd Street, New York 17, New York.

Experience: Expediter and buyer of large mill maintenance and operating supplies for over ten years. Familiar with contract buying and tax applications. Skilled in all purchasing functions. Able to lead and explain work requirements.
Education: Numerous purchasing courses.
Will relocate.
Write: Box 146.

Experience: Twelve years diversified experience in all phases of industrial procurement—basic steel and metal working. Interested in filling top level purchasing job with medium size industrial or assist busy director of large concern. Prefer Pittsburgh location.
Education: Age 36, B.S. Business Administration. Industrial purchasing courses.
Write: Box 147.

Experience: Buyer for over six years with major lumber and paper manufacturer. Experience in buying both for pulp and paper mill and for lumber mills and plywood plants. Present position is senior buyer.
Education: B.B.A. in general business.
Will relocate.
Write: Box 148.

Experience: Ten years construction, manufacturing, electronics. Present: purchasing agent for electronics firm. Award contracts of sale to vendors for sub-contract work, maintain liaison with contractors and sellers in their dealings with the purchase office.
Education: High School graduate.
Write: Box 150.

Experience: Twelve years cost reduction and value analysis. Ten years industrial engineer in foundries, aircraft, and rubber. Buyer of MRO supplies for foundries and forge shop. Specialized in steel, tool steel, chemicals, welding rod, mechanical packings.
Education: B.B.A. Degree, 1 yr. Purchasing College.
Will relocate.
Write: Box 152.

Experience: Eight years small, medium sized companies. Hard goods experience, purchasing, sub-contracting, inventory control, production planning and control, manufacturing engineering. Heavy administrative background. Initiated and implemented value analysis and cost reduction.
Education: B.S., post graduate courses in business administration.
Metropolitan New York area.
Write: Box 153.

PARKER-KALON DIVISION, General American Transportation Corporation, Clifton, New Jersey

For the first time in fastener history—Parker-Kalon introduces Self-tapping screws
THREADED FULL TO THE HEAD

... THE LAST THREAD ACTUALLY
TERMINATING IN AN ANNULAR
ORIFICE IN THE HEAD ITSELF
... the new P-K "Hi-thred"
fastener!

It's a completely new idea in fasteners—a screw that reduces annoying and costly slow-downs—holds securely *without spinning or slipping*—even in very thin gage metal sheets.

PARKER-KALON® "Hi-thred" Self-tapping Screws



Pat. Pending

Compare the new P-K® "Hi-thred" with any conventional fastener. See for yourself the incomplete last thread on ordinary screws. Then see how the revolutionary P-K "Hi-thred" is constructed to give you firm, dependable fastening right to the head of the screw.

You can obtain samples from your nearby Industrial Supply Distributor, or write direct to P-K. "Hi-thred" fasteners are available in Types "A" and "Z" in production quantities in non-countersunk head styles.

Look...it's threaded right into the head!



Another new fastener idea from Parker-Kalon

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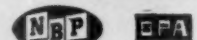
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There are many reasons why it isn't profitable to carry too large a stock of specialty steels in your shop. Perhaps excessive manpower is tied up in handling large inventories . . . maybe you are trying to free dollars for more productive use . . . or cut down on worrisome paper work. If any of these is a problem, there is a way out!

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possible to help you: We are continually building our stocks of tool, stainless, and alloy steels. You can expect the closest kind of cooperation from your Carpenter representative . . . as well as the order desk people, warehouse crew, and the office staff. All with the idea of working with you to hold down specialty steel costs and improve your results. Call your nearest Carpenter Mill-Branch Warehouse, Office or Distributor, any time. The Carpenter Steel Company, 182 W. Bern St., Reading, Pa.



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materials-handling news



NEW AND UNUSUAL APPLICATIONS OF BASSICK CASTERS THAT MIGHT BE ADAPTED TO YOUR HANDLING PROBLEMS

Grooved wheel casters make efficient handling systems

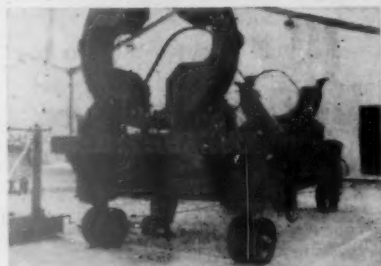


Have you a production, assembly, receiving or shipping operation that's taking more space, costing more money, or resulting in more floor wear than it should?

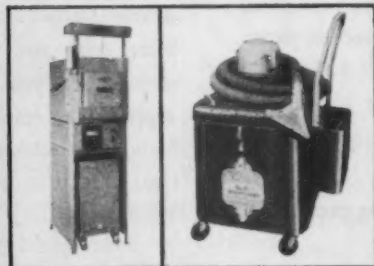
Bassick grooved wheel casters, specially designed to roll on inverted angle iron tracks as well as on floors might prove an economical solution. Initial layout is relatively inexpensive, and allows for a better utilization of floor space. Loads roll more easily—to speed work and cut costs. Protection of floor surfaces is another saving.

Bassick offers engineering assistance and Bassick distributors offer a wide line of grooved wheel casters to help you set up such a system. Call on us.

Missile dolly is equipped with Bassick dual-wheel, rubber-tired "Floating Hub" casters. There just isn't any safer way of handling a missile before launching—or any heavy load that has to be "babied"—and protecting floors at the same time. Maybe there's something on your assembly line that would be handled more easily and safely on Bassick casters.



Two quality products feature Bassick casters. Left is the "Treet-all"® furnace for hardening tools and dies with a quench tank mounted on Bassick casters. Made by Hevi-Duty Electric Company. Right is the Black & Decker Manufacturing Company's #95 Vacuum Cleaner on rubber-wheeled Bassicks. Look for Bassick casters as a sign of quality on equipment you buy.



Big wheels ride little wheels at Douglas Aircraft Company, Inc. Big wheels are part of landing gear assembly for one of Douglas' modern planes. Little wheels are 5" Bassick "HA" swivel casters made for extra heavy duty. They have a load capacity of one ton per caster. How are you handling heavy equipment?



HANDLING COSTS—SEE YOUR DISTRIBUTOR

About 30% of the average manufacturer's production costs can be charged either directly or indirectly to handling, say the experts. Materials-handling is also the likeliest area to begin your attack on high production costs. Here's where your local distributor who handles Bassick casters can help you. Call on him.

B-49



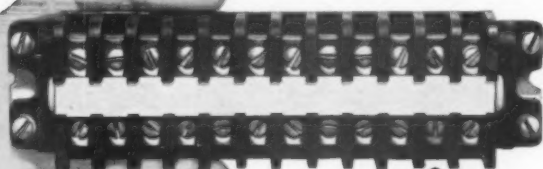
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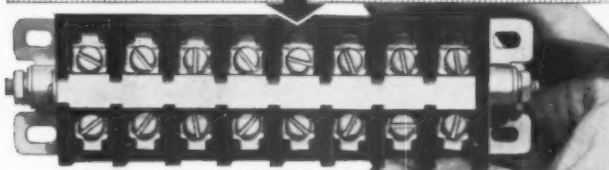
50%
MORE TERMINALS
IN THE
SAME SPACE!

SQUARE D's *NEW* TERMINAL BLOCKS

MORE FLEXIBILITY, TOO!



NEW 12 TERMINALS
CHANNEL-MOUNTED

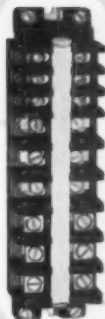


OLD 8 TERMINALS
ROD-MOUNTED



NOTICE (above) how little space is required to remove or add a Square D channel-mounted terminal block to the completely assembled unit. Especially important for a quick change when an additional terminal must be inserted into grouping.

LOOK (at right)... all sizes can be mounted on same channel...25 ampere pressure wire connectors, 25 to 50 ampere box lugs...all can be interlocked together. Terminals in kit form to "do-it-yourself" or factory-assembled to standard specifications.

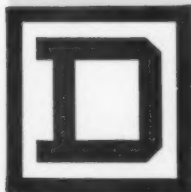


SEE (below)...there is only one perforated channel required for either weld or screw-on mounting...available in standard lengths that can be cut "on the job" to fit any length requirement. Eliminates stocking various sizes.



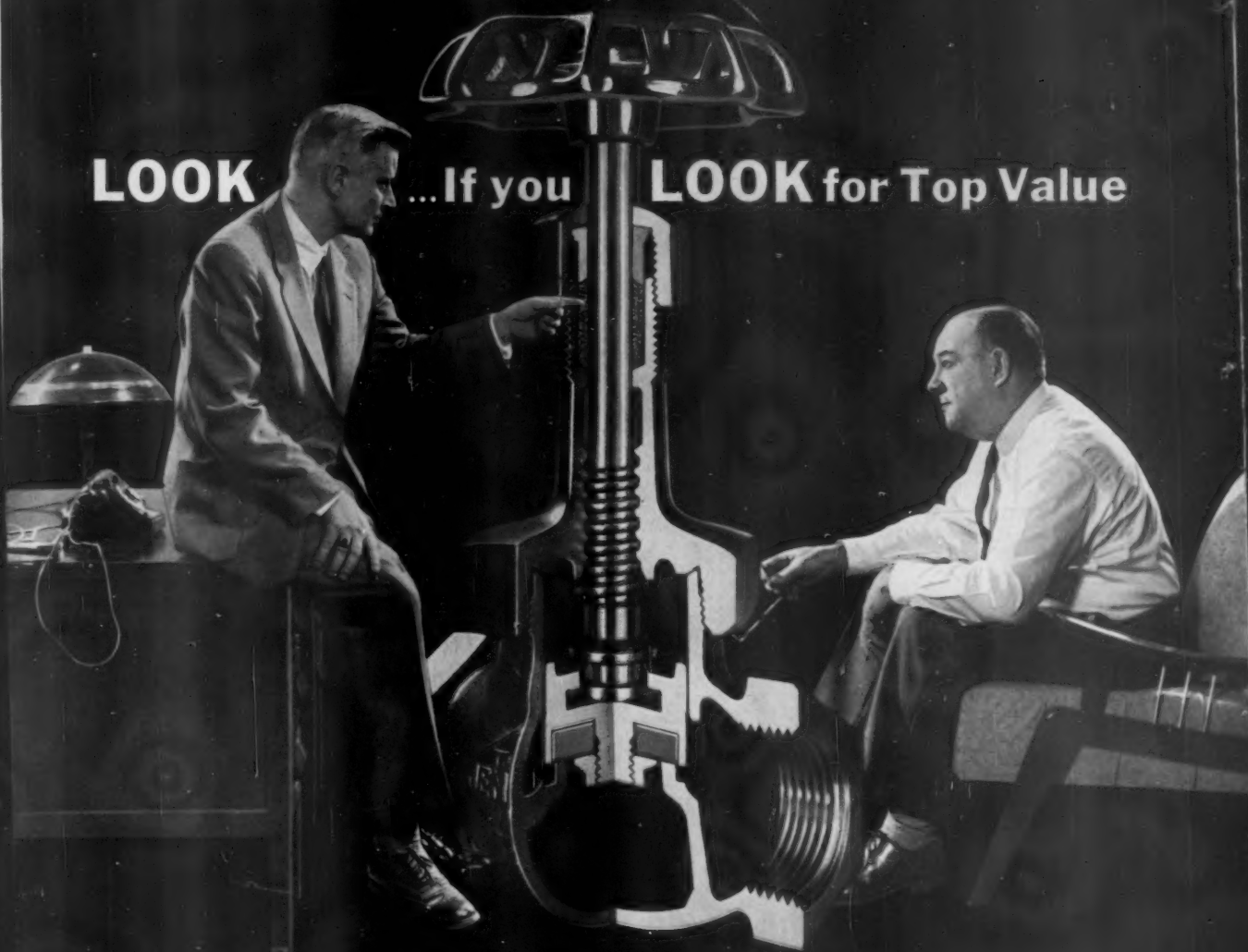
ASK YOUR SQUARE D FIELD ENGINEER
or write for Bulletin which covers details on Channel-Mounted Terminal Blocks. Address Square D Company, 4041 North Richards Street, Milwaukee 12, Wisconsin.

NOW...EC&M PRODUCTS ARE A PART OF THE SQUARE D LINE



SQUARE D COMPANY

LOOK ...If you **LOOK** for Top Value



JENKINS FIG. 106-A BRONZE GLOBE 150 LBS. STEAM . . . 300 LBS. O.W.G.

in Disc Equipped Bronze Valves

LOOK at that Wheel — Tough malleable iron. Design unequalled for cool, sure grip.

LOOK at the Index Plate — Has Fig. No. etched in green background. Held by wheel nut which is secured by rolled-over spindle end.

LOOK at that Spindle — Made of high tensile bronze. See how much heavier it is . . . how many more deeply cut threads engage bonnet. And, the crowned head that reduces friction on disc holder. Sure, it costs more to make a spindle this way. But it reduces wear, preserves packing, means easier operation.

LOOK at the Packing Nut and Gland — Note the heavy and deep bronze hex. And, that bronze gland designed to compress packing toward spindle.

LOOK at that Packing Box — Its depth equals $1\frac{1}{2}$ times spindle diameter. More packing

space means less repacking. An asbestos, lubricated and graphited packing is used.

LOOK at that Bonnet — One-piece, screw-over design with big hex surfaces is easy to remove. Take an extra look at the bevel joint between bonnet and body, serving as an internal brace against the crushing effect of the bonnet assembly. Millions of Fig. 106-A in use for years prove this unique design licks distortion and springing.

LOOK at the Disc Holder — It's the Slip-on Stay-on type originated by Jenkins. Correct protective depth prevents flaking or cracking of disc.

LOOK at the Disc — Easily renewed without removing valve from line. Made of compositions to suit various services . . . and made by Jenkins, the only maker of both valves and discs.

LOOK at that Body — Just compare wall thickness of this high tensile bronze body with any other valve. The factor of safety is many times higher than rating requires. See the curved diaphragm to protect seat from distortion by pipe strain. Note that the raised seat is higher to permit more reseating operations . . . and wider, so it won't cut into disc. Pipe threads are full length and clean cut.

LOOK at this . . . for Throttling

—Just replace the standard disc nut with this Throttling Nut and a Fig. 106-A becomes well-suited to throttling service. This unique nut reduces the effects of wire drawing and its long legs restrict flow for accurate control. Many plants take advantage of this versatile valve to reduce valve and parts inventory.



THE FIRST renewable composition disc valve was a Jenkins Valve, originated nearly a century ago. Compare today's Fig. 106-A Bronze Globe with any other. See why so many valve users agree that a Jenkins is still the FIRST for top value. For descriptive folder No. 189-B on the full line of Jenkins Bronze Globe, Angle and Check Valves write to Jenkins Bros., 100 Park Avenue, New York 17.

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JENKINS
LOOK FOR THE JENKINS DIAMOND
VALVES

